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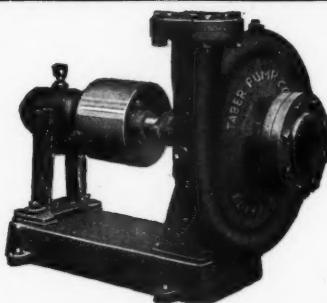
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NEW YORK AND CHICAGO

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THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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No. 9.

All Classes of Business Oppose Bills to License Packers

As the hearings before the House Committee on Agriculture at Washington get under way on the subject of the Kenyon and Kendrick bills, and other measures to hamper the entire meat packing industry by government license regulation, it becomes evident that the country generally is waking up to the danger of such legislation.

For the past week witnesses from all classes of business life and from all parts of the country have clamored for opportunity to protest at these hearings. The pressure has been so great that the Committee has been forced to put a time limit on witnesses in order to hear them all.

The week has been a panorama of protest against government interference with the meat business as proposed in these radical measures. The protest has come from livestock men, business men, retailers both of groceries and meat, farmers, and even from those the public has been told were against the meat packers.

Last week's sessions showed smaller packers appearing to protest against these measures, and the trade everywhere has waked up to the fact that this proposed legislation is loaded with dynamite for everybody, big and little, and even for consumers. Representatives of big packers who testified during the week presented data from which the conclusion was inevitable that such laws as are proposed would hurt consumers instead of helping them, so far as prices are concerned.

During the week notable testimony was given by Lewis H. Haney for the Southern Wholesale Grocers Association, by Everett C. Brown, president of the National Live Stock Exchange, C. B. Heinemann, secretary of that organization, L. H. D. Weld, commercial research manager for Swift & Company and Attorney Henry Veeder.

The latter was not a witness in the ordinary sense of the term, but he volunteered that every record, book, account or anything Swift & Company have is at the disposal of the committee, or of recognized certified accountants seeking to find the truth, not seeking merely parts of records that could be used to build up a supposititious case, as the

Federal Trade Commission had been doing.

Heinemann was not a witness in the ordinary sense, either. He was attending the hearings and making reports thereon for the benefit of the livestock exchanges. The statements of Lewis H. Haney, research and publicity man for the Southern Wholesale Grocers Association, were so inaccurate and so misleading that Heinemann asked the privilege of pointing out a few of the inaccuracies, while the members of the committee still had in mind what was said by Haney, who was a professor in Texas and an economist on the pay roll of the Federal Trade Commission.

Charge Trade Commission with Deliberate Unfairness

Messrs. Veeder and Weld, in effect, charged the Federal Trade Commission with deliberate unfairness, and then offered the books of their firm for examination by any "recognized certified accountants," or any record, paper or books the committee might desire. It was, to all intents and purposes, an appeal to the fairness of the committee from the charged unfairness of the Federal Trade Commission.

Mr. Weld said that he wanted to show the committee that if the line of reasoning or argument of the Federal Trade Commission in the investigation of the meat packing industry was followed to its logical conclusion, the country would be believing that every man who owns some bank stock controls the banking business, every person who owns stock in a cattle loan company controls the credit for cattle men, and every man who owns stock in the railways controls those companies for priority in transportation.

"I say it is downright persecution to which we have been subjected," said Mr. Weld. At no time did he use euphonious language in an effort to soften the severity of the charges he was making against the Commission. He meant to accuse the members thereof of unfairness, of making misstatements, giving publicity to glaring inaccuracies and inconsistencies, and studiously avoiding the real issue, which Mr. Weld said was as to whether the profits of packers are

such as to have any effect upon the cost of living.

"Our feeling is that they were not fair," said Mr. Weld when Senator Harrison of Mississippi asked what kind of men the Commission had sent to examine their books in the last investigation. "We believed they were going over our books—and still believe it—to try to find something on us. They dodged every question that has been responsible for this (high cost of living) agitation; that is, that the profits of our firm had any effect on prices. They knew that if they investigated this part, the packing companies would be absolved of any blame."

Mr. Weld said he could not believe that it would be construed a crime for any firm to grow and amass wealth. Yet that, he said, is what the Federal Trade Commission indicated as being a wrong; that the companies doing a meat packing business are too large, in the eyes of the Commission.

Senator Kenyon wanted to know whether Swift & Company would object to having a statement in the record showing details of the business of its subsidiaries.

"This committee can have any of our records, any of our figures or anything else that will throw light on the subject or provide it with information wanted," said Mr. Veeder, answering as chief counsel for Swift & Company. "There are no secrets to be kept from you."

Weld's Answer to Trade Commission's Charge.

In summing up his analysis of accusations laid again the Trade Commission Mr. Weld said:

(1) That the commission's figures on the marketing of hides, which charged the five larger companies with handling 73 per cent of the production, were wrong in that only 45 per cent of the total output is handled by them.

(2) Charges, tending to support arguments for licensing, that the five companies had made greater profits under Food Administration control, were contradictory to the commission's own figures.

(3) Statements that the five companies owned about 1,000 retail meat stores in England were without basis in fact in that

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August 30, 1919

each of the five companies had denied operating retail shops.

(4) The assertion that the wholesale grocery companies now in operation would be driven out by the five meat packers in five years was refuted, with definite figures showing they handled only about 3 per cent of the volume of such business in the United States last year. The figures submitted were compiled by C. C. Parlin, of the Curtis Publishing Company's research staff, for the National Wholesale Grocers' Association.

(5) That charges of collusion or combination among the five larger packers were "absolutely without any foundation and false."

Where Information Was Suppressed Deliberately

(6) Charges of the commission that the five larger companies had an agreement as to prices on lard substitutes were correct, but the commission "suppressed the further information that such an agreement was fostered and requested by the Food Administration," and was dissolved when its period of usefulness to the government had ceased.

(7) Statements by Commissioner Colver that the meat packers had made no profits in 1904 and that public documents showed this were described as misrepresentations. The witness read into the record the public document mentioned in Mr. Colver's testimony as proof of the misstatement.

(8) Assertion by Mr. Colver that "no new dollar of money" had been put in the plants of the five companies since 1904 was unwarranted in that a total of \$68,000,000 has been paid in cash capital since that date.

The commission had no respite from Mr. Weld's criticism during his entire time on the stand. He attacked its competency and its motives as well, and asked the committee:

"I would like to know if you gentlemen do not resent having this kind of information furnished you by a government agency? I have proved in every way I know—and I urge an impartial investigation of our records as further substantiation of my statements—that their figures are absolutely unreliable; that they are biased, and that figures are absolutely unreliable; that they are biased, and that, besides being full of insinuations, their statements are prejudiced and misrepresent the facts."

Weld put in the record several telegrams from which, he said, the commission had taken "sentences which tends to support its charges." These telegrams, Weld said, showed "conclusively how the commission has suppressed facts."

Wrong Statements by Grocers' Publicity Agent

Heinemann pointed out false statements made by Mr. Haney—not deliberately false, but not true, nevertheless, about rates, classifications and practices in the handling of so-called peddler cars. He said they have not really been peddler cars for years, any more than the high hat has been a beaver for fifty years although it is still sometimes so called.

"In some instances wholesale grocers are paying higher rates on some of their goods than the packers are nominally paying for the same kind of goods shipped in brine refrigerator cars to fill vacant space in them," said Heinemann. "The rates are only nominally higher, not really, because the grocers compel the railroads to load and unload such freight, while the packers not only load and unload such freight, but also make out the transportation billing for it."

"If I were advising the grocers, I would recommend that they substitute live traffic men for their economists, men who will study the rates and services offered by the railroads and then pick out the ones that will give them what is best for their business. They trust to luck and the freight house to get their shipments through. A little personal attention would help."

Livestock Man Calls It "Tirade" Commission

President Everett C. Brown of the Na-

tional Live Stock Exchange gave the Trade Commission a new name. He said that so far as the livestock industry is concerned it has been a "tirade" and not a trade commission. He made ten suggestions to be considered, if Congress thinks there should be legislation. They are:

1. That new laws or amendments defining what shall constitute crimes and misdemeanors and providing punishment therefor would be more effective than the licensing system.

2. If our executive and judicial branches of the government cannot secure convictions for violations of existing laws, let us give them new laws or provide ourselves with new and better means of enforcement.

3. If the licensing system must, as a last resort, be adopted the commission men should be exempted, since they are acting solely as the direct agent of the producer who is to be exempted.

4. Do not give to any individual the autocratic powers therein proposed, for admittedly no man has sufficient knowledge to qualify in all branches of the industry.

5. If such a superman were found it is scarcely likely that the proposed stipend would attract him, in the face of competitive bidding from the enterprises who so badly need such men.

6. If regulation must come, let it be by a commission such as the Interstate Commerce Commission, and not by such as the present Federal Trade Commission. Give the industry a fair fighting chance to establish its right to live and continue in business. Let all interests have a representative on this commission.

7. Do not interfere with the refrigerator cars unless and until a better method of distribution is devised. Let us not boldly confiscate the property of those who are responsible for its creation and development.

Regulate by Taxation, Not License

8. In preference to the licensing system of control let consideration be given to control by taxation. If more economical distribution will obtain through the medium of the big packers, his profits can thus be held to a reasonable basis.

9. If we must license the handlers of

meats and meat products, let us by all means apply a rigid system of control of the retailer and limit his margin of profit in the same way. Unless this is done the consumer can never hope to benefit from any regulation.

10. License control might also be extended to our great hotels, restaurants and dining cars, since their motto is seemingly "Cut down the portions and put up the price." This suggestion is not intended in a facetious way, but in all seriousness.

"The producer and consumer cannot hope to benefit from governmental control unless more efficient and economical methods are employed than was the case with the railroads, telegraph and telephone," said Mr. Brown in conclusion. "Congress created one commission supposedly for the benefit of our industries, but to the livestock industry its function has been that of a 'tirade' rather than a 'trade' commission."

Farmers, Canners and Retailers Oppose Bills

Mere enumeration of the witnesses who appeared against the Kenyon, Kendrick and Moses bills, it is believed, will show that when the wholesale grocers of the South have been eliminated there is little support for the measures among those who know anything on the subject. That, of course, excludes those members of the public who know nothing other than the utterances of the Trade Commission and newspaper accounts based on the reports, that have been denounced as misleading and based on misstatements, garbled telegrams, insinuation and false logic.

Ben M. Anderson, a Columbia, Mo., farmer and cattleman, suggested that if the butcher is to be licensed, that the baker, the candlestick maker, the lawyer, doctor, merchant and every other kind of man in business should also be required to wear a tag showing he had received permission from Washington to earn a living. Mr. Anderson did not express himself in that language, but that was his idea, especially about professional men, who, he remarked, earned enormous incomes—sometimes.

Other farmers who immediately followed Mr. Anderson were C. B. Caldwell, secretary

(Continued on page 35)

Labor and Wage Increases by Meat Packers

The first survey showing how war conditions have affected the number of laborers and their rate of wages in America's largest industry was made public this week by the Institute of American Meat Packers, after receiving reports from numerous packing companies. According to the latest census figures, the packing industry outranks all others in the total value of its production. It is thought that the statistics obtained from plants in various parts of the country may shed light on conditions in other industries.

The figures apply principally to what, in other fields, is sometimes termed common labor.

Those companies which reported both the wages paid last year, and in 1912, showed an aggregate payroll of \$61,351,905.77 for 1918, and \$18,499,037.24 for 1912—an increase in six years of \$42,852,866.53, or 231.7 per cent.

How the necessity for extraordinary production increased the number of employees is shown by the fact that sixteen widely-scattered companies in 1912 reported 30,278 employees, and in 1918 the same companies reported 51,895 employees, an increase of 71.4 per cent, or 21,617 men.

The average increase in the hourly wage rate between January 1, 1916, and January 1, 1919, was 132.9 per cent. The actual average wage per annum in 1912 was \$603.60. In 1918, it was \$1,163.44. In a large west-

ern city the increase in the hourly wage rate approximated 155 per cent from January 1, 1916, to January 1, 1919. Subsequently it has been increased still further, and the laborers are asking additional increases ranging from 30 per cent upward.

The least number of laborers reported for 1918 was twenty, in a northwestern company. A western company reported nearly 8,000 laborers in its Chicago plant. The average number of laborers employed was 1,892 in 1912 and 2,726 in 1918.

The following table gives figures from widely distributed companies of various sizes:

Increase in average number of laborers employed, 1918 over 1912, 71.4%.

Increase in average annual wage, 1918 over 1912, 93.6%.

Increase in rate per hour, Jan. 1, 1919 over Jan. 1, 1916, 132.9%.

Total number employed in companies reporting 1912, 30,278.

Total number employed in same companies reporting 1918, 51,895.

Increase, 21,617.

Increase, 71.4%.

Total wages paid in companies reporting 1912, \$18,499,037.24.

Total wages paid in same companies reporting 1918, \$61,351,905.77.

Increase, \$42,852,866.53.

Increase, 231.7%.

Would Make Meat Cars Government Monopoly

In the face of an overwhelming sentiment in Congress, if not in the country, against government operation of anything, the Federal Trade Commission on August 26 advocated government operation of packer refrigerator cars, in what it calls a "private car line report." As a concession to public sentiment it made its recommendation with the alternative of railroad ownership of such cars to the exclusion of shippers. A similar recommendation was made as to cars used for the transportation of meat animals; that is to say, livestock cars.

As a foundation for whatever method of holding the livestock and refrigerator cars might be decreed, the Commission recommended that the ownership and operation of such cars be declared a government monopoly, to be exercised only under license from the government.

These things are recommended on the conclusion of the Commission that because the policy of the railroads has forced the big packers to own more than ninety per cent of the brine refrigerator cars—the only ones in which fresh meats may be transported safely—there are inequalities in rates and service which can be corrected only by going to the extreme of declaring the ownership of such cars to be a government monopoly.

Such declarations are the foundations on which the Bolsheviks of Russia operate. When they want to take over anything, which is the polite equivalent for stealing, the thing desired is declared a government monopoly. That is what Carranza is proposing to do with the oil under the lands in Mexico which private citizens have owned in fee simple for two and three hundred years.

The United States is protesting against such an invasion of private rights in Mexico. The kings of Spain never claimed a monopoly of the non-metalliferous minerals, so they conveyed them to private citizens in fee simple. Because Carranza has proposed exactly with regard to oil what the Federal Trade Commission has recommended in respect to refrigerator cars, the American government is making strong protesting representations to the Mexican government.

The recommendation is a slap also across the face of the Interstate Commerce Commission, which has plenary power over rates, rules, practices and regulations about service, and can correct everything that is proved to be an inequality such as the law undertakes to remove. Of course, the rate regulating body and the courts time and again have declared that it is not the purpose of the law to equalize fortunes, but merely to give everybody equal opportunities under like conditions and similar circumstances.

The slap is administered to the older commission in these words:

"It is to be noted that the private car accounts of the big packers on their face showed losses under the three-quarter cent mileage rate almost universally in effect up to October, 1917. A proper revision of the private car accounts of the big packers, however, shows an average profit on the investment of 6.8 per cent in 1912, 3.4 per cent in 1914 and 4.3 per cent in 1917. Therefore, the recent adjustments making mileage rates 1 cent per mile throughout the United States promise reasonable profit though the packers urged

that a rate of 1½ cents was necessary.

"The prompt and efficient handling of the traffic in meats and other perishable foods is of great public concern, and it is also important that all shippers should have equal and adequate service. In order, therefore, to correct the present inequalities of service and rates as well as to prevent the dangers of monopolistic advantages in the use of certain types of cars," the recommendations before mentioned are made.

In effect, the declaration that the books of the private car accounts show profits of 6.8 per cent on investment in cars in 1912, 3.4 per cent in 1914 and 4.3 per cent in 1917, accuse the Interstate Commerce Commission of mis-stating when it said the mileage allowance of three-fourths of a cent per mile was not a reasonable one because it did not serve to maintain the cars.

The Interstate Commerce Commission, which deals with nothing other than rates and allowances in transportation, spent six years in investigating the private car situation. It started with the assumption that the private cars were used for rebating through excessive profits, and came to an exactly opposite conclusion. It concluded, not that the profits were not reasonable, but that the allowance was not enough to keep the cars in service; that it was not enough to maintain the original capital, much less allow a profit thereon.

That report was written by Commissioner McChord, whom nobody other than the Federal Trade Commission has ever accused of favoring "the interests." He was helped in the preparation of that report by George N. Brown, an attorney of many years' experience in rate work; the trained accountants of the Commission, who have to be straight in their work because they are under fire all the time by such statistical sharps as Clifford Thorne and the accounting officers of the rail-

roads, whose standing among business men is at least equal to that of the accountants of the Federal Trade Commission; and by eight other Commissioners, all but two trained lawyers.

They had before them the sworn testimony of the owners of the cars, that of the railroads, which resisted paying anything more, and the shippers, who are supposed to be at a disadvantage by reason of the inequalities in rates and service rendered by the railroads.

To men who know the members of the two Commissions, the report of Colver, Murdock and the other Federal Trade Commissioners is just as serious a reflection as would be the remarks of a minor practitioner in criticism of the Supreme Court's decision on a hard fought case.

Every criticism of contracts between railroads and car companies, especially the Fruit Growers Express, owned by stockholders of Armour & Co., has been answered by the Interstate Commerce Commission, on sworn testimony of all concerned, while the report of the Federal Trade Commission is admittedly based on proceedings in which only one side was heard.

Will Leave It to Common Sense of Public

Thomas E. Wilson, chairman of the Institute of American Meat Packers, commented on the matter of ownership of refrigerator cars by packers as follows:

"The packers are willing to submit the justice of the Federal Trade Commission demands in its report on private car lines to the common sense of the American public.

"After an investigation by men inexperienced in transportation questions, the Trade Commission presented a report diametrically opposed to that handed down by the Interstate Commerce Commission, composed of men trained in railroad work, after a six-year study of the question. The Interstate Commerce report says:

"An important part of the interstate commerce of the country is transported in privately owned cars. It is to the interest of the owners, carriers and public that their

(Continued on page 37a)

Everybody Going to the Packers' Convention

Hotel reservations for the Meat Packers' Convention at Atlantic City, September 15, 16 and 17, have been coming in so fast during the past ten days to the Hotel Committee that Secretary R. G. Gould has turned the stream in the direction of General Secretary B. C. Dickinson of the General Committee on Arrangements, at Philadelphia. The convention headquarters, the Hotel Traymore, has not yet turned down anybody, so far as reported, but the suggestion is made that applications may also be made to the Blackstone for rooms, in case the Traymore overflows. There are a few other hotels at Atlantic City, of course!

Indications are for a big crowd at the Atlantic City meeting. This is a critical time in the history of the industry, and packers and those affiliated with them want to be at the meeting where action will be taken of so important a character.

With the industry facing extinction at the hands of radical agitators, summary action had to be taken, and at a special meeting of the American Meat Packers Association it was decided to broaden the scope and greatly enlarge the activities of the organization to

cope with the situation. The name was changed to the Institute of American Meat Packers, and a committee of 17 packers was appointed to draft details of reorganization, which will be reported to the convention at Atlantic City by the chairman, Thomas E. Wilson. The Institute is already on the firing line at Washington and elsewhere, and results of the new plan of campaign are already apparent. The action taken was ratified by a mail vote of the members, and a united front is to be presented to the enemies of the industry.

Old Associate Members May Organize.

The nature of the plans for present and future activities made it advisable to have but one class of members in the organization. Officers of the organization make it plain that this was not intended as a slight to the associate members who have so long and loyally stood by the organization, and who will be welcome still at annual gatherings, such as that at Atlantic City.

In this connection Secretary Gould sent a letter to associate members explaining the change, and suggesting the formation of a

(Continued on page 37)

August 30, 1919

Fight Trade Commission on Re-Sale Issue

A conclusive answer as to what is the law on the subject of re-sale prices has been asked for by the Beechnut Packing Company of Canajoharie, N. Y. That company has informed the Federal Trade Commission that it will disregard the Commission's order forbidding it to adhere to its policy of not selling its products to price cutters. It has filed a petition in the United States Circuit Court of Appeals in New York asking that the Commission's order be set aside as having been made without warrant.

The Commission has also modified its press announcement that the packing company consented to the entry of a cease and desist order. The press agent of the Commission made a mistake when he wrote that the company had consented to the making of such an order. Its only agreement with the Commission was as to the facts.

The company and the Commission disagreed entirely as to the conclusion to be drawn from the admitted facts. The Commission drew the conclusion that the facts warranted it in issuing an order forbidding the company to decline to sell to price-cutters, or do anything to gather information as to price-cutters.

When the time comes the Trade Commission will take the ground that the fifth section of the law creating it is broader than the anti-trust laws, and intended to create a body that would prevent practices, which, if not eliminated, would give manufacturers and traders the very monopolies the anti-trust laws forbade. It will contend that the Colgate and Cream of Wheat cases throw little or no light on the question of the power of the Trade Commission to issue, in effect, a decree requiring a manufacturer or trader to sell to any one who comes along, offering the price demanded by the manufacturer or trader.

Under the Colgate and Cream of Wheat cases the man who has an article to sell is held to have a right to select his customers and decline to sell for any reason or excuse that satisfies him. The court, in the Cream of Wheat case, said that what the complainant in that case was really asking was the issuance of a mandatory injunction requiring the Cream of Wheat Company to sell its product to the chain grocery concern that was cutting the price of the product under what the ordinary grocery could afford to handle the cereal, which the respondent said was nothing other than wheat middlings, which anybody was at liberty to sell, just so long as it was not sold as Cream of Wheat.

The court said that private property may be condemned for public use, but that no law in Anglo-Saxon countries had ever said that private property might be condemned for private use; that the owner might hold it against all-comers, other than the government, and even against it, unless the condemnation was for public use.

The Beechnut Company took an unusual course in bringing the suit to set aside the Commission's order. The order could not have been executed without an order from a court. Therefore, had it desired, it could have put the burden of justifying the order on the Commission by simply ignoring it. Instead, it took the affirmative step of ask-

ing that the order be set aside, as having been void from the beginning.

MICHAEL CUDAHY SUCCEEDS FATHER.

Michael Cudahy, eldest son of the late Patrick Cudahy, has succeeded his father as head of the Cudahy Brothers Company, packers, of Milwaukee, Wis. Following the death of Patrick Cudahy the board of directors of the company held a meeting and elected the following officers: President, Michael F. Cudahy; vice-president, John Cudahy; secretary, J. W. Bryden; assistant secretary, E. F. Lawler; treasurer, M. J. Connell.

The two sons of the late Patrick Cudahy, both of whom served as officers in the American army during the late war, thus succeed their father as executive heads of the company which he built. Michael is a practical packinghouse man, and has devoted himself to the details of the business, while John is a prominent Wisconsin lawyer.

Michael F. Cudahy was only 29 when he became head of the business in 1915, when his father first retired. He received a thorough practical course in all branches of the business, however, when, after finishing high school at 17, he entered the plant and worked at all jobs, including even a period in the pig-sticking pen. After graduating from the University of Wisconsin in 1909 he entered the plant again and, under tutorage of his father, learned the more intricate details of the business. Thus he was well equipped

he was commissioned and the personnel officers learned of his wide packing experience, he was transferred to the subsistence department, quartermasters corps. His knowledge of meats enabled him to rise to the rank of captain. He served overseas in the American Expeditionary Forces, and returned after the signing of the armistice.

John Cudahy, like his brother, attended Milwaukee elementary and high schools. He graduated from Harvard University with honors, and obtained his lawyer's degree at the University of Wisconsin. He has been practicing law in Milwaukee for some time, and handled much of the legal work for the family interests. He, too, was in the service of his country during the war.

PACKER RETURNS FROM ABROAD

Returning from a trip to Europe with fellow-members of the committee of the American Provisions Export Co., a packers' provision export association, Charles J. Roberts, of Roberts & Oake, Chicago, was quoted as follows in a Chicago newspaper:

"As to the provision situation, there is enough food in the world for all requirements, but it is a matter of transportation and protection of shipments. The slowness of unloading is a big factor, and unless it is remedied a great quantity of food will be spoiled."

"There is enough provisions on the other side to last until the first of the year, but they will have to buy freely after that time. England is again under food control, and I understand that Italy and France are about to do the same. This means that they will send buyers to the United States and that competitive buying will stop."

"The United States is the greatest country in the world, and the people in Europe are watching everything we do. Ireland is the finest country in the world and the people there are better off and have more money than ever before."

"Conditions abroad are bad. Labor and liquor, particularly the latter, is the curse of the British Isles. Boats are lying in the Mersey river that cannot be unloaded because of a strike of dock workers. Boats loaded with provisions have laid there thirty days without being unloaded, and the chances are that much of the stuff is spoiled. Scarcity of coal there also aggravates the shipping situation. If England does not look out, Germany will beat them to it in the way of getting trade, as the German workers realize the situation and are ready to work ten hours a day to make up for lost time."

SENATE AMENDS FOOD BILL

The Senate Committee on Agriculture reported favorably the Palmer Administration food control bill, designed to make possible the prevention of profiteering on August 27. The measure has passed the House, and is reported to the Senate with only one important amendment of nationwide application.

This one amendment is of significance. It is appended to the proviso excluding agricultural producers from the provisions and penalties of the act. This new proviso states that a rate or charge, to be unreasonable, must exceed that fixed by a fair price committee; and the Department of Justice is authorized to provide for the appointment of fair price committees.

Introduction of fair price committees into the legislative scheme is an important change, enabling the Department of Justice to set up machinery in all localities for determining the reasonableness of charges and prices. Their organization and methods are left to the discretion of the Department of Justice.



Reprinted by Courtesy of The Milwaukee Journal.

MICHAEL CUDAHY.

to take over the plant when his father took his long desired rest in 1915.

At that time Patrick Cudahy said he would not again take active management of the company unless his son called upon him. It was not through any fault of Michael's, but through the fact that the country was at war that the elder Cudahy again took the reins. Michael took a military course at Plattsburg, N. Y., in 1916, and the following year was one of the first to enter the first officers' training school at Fort Sheridan, Ill.

He trained to be an infantryman, but after

STANDARD APPARATUS FOR HARDENING OILS

Invention Which Marks an Epoch in Fat Industry

Written for The National Provisioner by R. V. Cook, Chemical Engineer.

For centuries man has been compelled to supplement the diet of meats, vegetables, fruits and seeds which are furnished by nature with fats in some concentrated form. The older races used oils for this purpose, but solid fats are much preferred by the modern world.

Liquid oils occur abundantly in nature, and are found chiefly as a constituent of the seeds of various plants, or are gotten from animals. They are easily prepared from oil-bearing seeds by compression, or extraction with some solvent, and from animals by rendering the fatty portion.

Unfortunately solid fats are not so abundant, and although we of the United States are better provided for along this line than most foreign countries, because of our comparatively large amounts of hog lard and beef stearine, along with our more unfortunate neighbors we have had to resort to various kinds of substitutes to meet demands. Among these artificial products hard fats, lard substitutes and margarine prepared from oils by the process of hydrogenation are becoming increasingly popular because of their superior palatability and their cheapness.

Chemistry of Oil-Hardening Process.

Chemically speaking, the only difference between solid fats and liquid oils is the hydrogen contents, it being less in the case of the liquid. Here is where the process of hydrogenation comes in, for by this process hydrogen is added to a liquid or semi-liquid oil, the product being a solid or semi-solid fat. This addition will not take place unless it is carried on in the presence of what is termed a "catalyzer," or helping agent.

Oil hardening in one form or another has been practiced for a number of years, but up to quite recently no satisfactory process or apparatus has been in use. Hydrogenation of oils has not been widely adopted because of the following reasons:

1. The process has been shrouded in secrecy, and firms who wished to engage in the manufacture of solid fats, lard or butter substitutes have not been able to secure the necessary information or apparatus.

2. Plants which have been available are very complicated, both in design and operation, resulting in a high initial investment and high production costs. Highly specialized supervision was absolutely necessary in the operation of these plants, and this being a new industry, operators were very difficult to obtain.

3. The catalyst used in these older plants has been very difficult to prepare, required an extensive plant, and has not given satisfaction because it was rapidly made inactive by certain impurities contained in the oils being hardened.

The Ellis Process of Oil Hardening.

After many years of laborious and painstaking research, Dr. Carlton Ellis, of Montclair, N. J., has given to the world a process for the hardening of oils which overcomes all former difficulties. This process has been adopted and is now being used on a commercial scale by some of the largest concerns

in the world. Every phase of this process is patented by Dr. Ellis in all countries, and the patents are owned by the Hydrogenated Oil Company.

The announcement is made by The Brecht Company that a standard oil hardening plant manufactured and operated under the patents of Dr. Carlton Ellis and the Hydrogenated Oil Company is ready for the market. This is one of the greatest innovations in recent years. It will unquestionably revolutionize the industry of fat production, making it possible to produce and sell these materials at a much lower figure than has heretofore been dreamed as possible.

The Brecht plant was designed by highly specialized engineers in consultation with Dr. Ellis himself, and is guaranteed to harden oils of almost any nature in a satisfactory manner.

New Oil Hardening Apparatus Is Simple.

The most striking feature of the plant is its extreme simplicity of design and operation. It consists of about one-third the layout generally considered as necessary for this process. The specially designed units are equipped with special thermometers, gauges and valves, so that the plant is practically "fool proof," and the operation can be carried on smoothly and profitably by common labor.

(Continued on page 37b)

DEATH OF OLDEST PORK PACKER

The death of Frederick Layton, of Milwaukee, Wis., at the age of 92, was reported in the last issue of The National Provisioner. Mr. Layton, for many years head of the Layton Packing Co., of Milwaukee, was said to have been the oldest pork packer in the United States.

He was born in the parish of Cambridge, Cambridgeshire, Eng., May 18, 1827. He began working in his father's meat market when he was 14. The following year the Laytons removed to America. They remained in Buffalo less than a year, then went to Racine county, Wis., where John Layton, Frederick's father, bought a farm. In a short time he tired of farm life and decided to go back into the butcher business. It was on November 6, 1845, a little sign reading Layton Market was hung out in front of a humble shop on East Water Street, Milwaukee. That was the beginning of the Layton Packing Co.

Those were the days when cattle were driven up from Illinois. They were marketed with \$10 as the price paid for the very best milch cow and calf.

The Layton market soon proved so successful that John Layton decided to embark in the packing business. In 1852 he formed a partnership with John Plankinton. The company was capitalized at \$3,000, borrowed from the Marshall & Ilsley bank. In 1863 business increased so that the company built its packing plant in the Menomonee valley. In 1875 the death of John Layton left his son at the head of the Layton Packing Co., where he remained until his retirement in 1900.

Since his retirement Mr. Layton had employed his leisure in such a way that following a half century in which he was a leader in business circles came a quarter century in which he endeared himself to all Milwaukee as a philanthropist.

REFUSE RATES ON GREEN MEATS

In a tentative report on the case of Jacob E. Decker & Sons vs. Minneapolis & St. Louis R. R. Co., et al., Examiner Charles F. Gerry of the Interstate Commerce Commission, recommended a dismissal on the ground that the rates on fresh green-salted meats from Mason City, Ia., to Chicago, Cudahy, St. Louis, Kansas City, Wichita, Arkansas City, Hutchinson and Dallas had not been shown to have been or to be unreasonable. The report further showed a recommendation for a holding that rates legally applicable on fresh salted meats from Mason City to Chicago, St. Louis, Cudahy and Dallas, prior to November 3, 1916, were those applicable to fresh meat from and to the same points.

The object of the complaint was to obtain rates on fresh salted meats about the same as on packing-house products, because the fresh salted meats load almost as heavily as the packing-house products. It was contended that the empty haul of refrigerator cars is largely reduced or eliminated when fresh salted meats are transported.

This complaint was filed September 30, 1916, but at the request of the complainant it was consolidated with No. 8436, the livestock and products case, a general investigation instituted by the Commission on its own motion, concerning the rates, rules, regulations and practices of carriers governing the transportation of livestock, fresh meats, packing-house products and green salted hides. Two years after the complaint was filed the Director General was made an additional party defendant, hence the seemingly long delay in disposing of the case.

HOGS AND CATTLE TAKE A DROP

A drop of \$1 a hundred pounds on the average for hogs, with lower prices for beef cattle at the Chicago Market on Wednesday was ascribed to several reasons, including the general protest against the high cost of living. Market men said the tendency was for still lower hog prices, particularly after the fall marketing, and they professed to see a break in high living costs.

The public has curtailed its buying of pork and beef recently while livestock receipts are large. The Eastern market failed to act as an emergency outlet and packers virtually withdrew their buyers from the pens, leaving thousands of hogs and cattle without buyers. Speculators were hit hard.

Livestock men say export business has been depressed by the foreign exchange situation and that this, coupled with receipts of hogs that accumulated on farms during the railroad shopmen's strike, and the prospect of a strong run of hogs, helped to cause the weak market.

While the average drop for hogs was at \$1, the difference between Wednesday's lowest point and Tuesday's high point was fully \$1.50, while the average drop of beef cattle ranged from 50c to 75c a hundred pounds. Sheep also sold lower.

PRACTICAL POINTS FOR THE TRADE

(EDITOR'S NOTE.—From time to time answers to inquiries appearing on this page will be illustrated with drawings, showing graphically the points in question. This applies particularly to questions of packinghouse architecture, mechanical equipment, etc., and should prove a feature of added value to those who make use of this department.)

PACKING MESS AND PLATE BEEF.

An inquiry from the South is as follows:

Editor The National Provisioner:

What are mess and plate beef? Please give directions as to preparation.

Mess beef nowadays is cut from chucka and plates, and sometimes when there is a surplus rumps and flanks are put in, one in each barrel of 200 pounds. There is no stated number of pieces to the barrel, but they should run as near 8 to 10 pounds each as possible, and should be about two-thirds chuck and one-third plate meat. This material should be packed in full strength, pickle with 6 ounces saltpeter, or double-refined nitrate of soda, and with coarse salt in each end of the barrel. As a rule, regular mess beef is made only on special orders.

Plate beef is packed in two grades, plate beef and extra plate beef, according to quality. The pieces should weigh as nearly 8 pounds each as possible. It is packed the same as mess beef as regards weight, salt and saltpetre.

FORMULAS FOR OLEOMARGARINE.

A reader in the South writes for information as follows:

Editor The National Provisioner:

Could you give me information concerning formulas for making oleomargarine; say, one or two formulas of different grades?

Butterine formulas differ, according to price obtainable in different locations. In the higher grade goods cottonseed oil is not used, and cream is substituted for milk. Oleo oil and neutral lard is used in all quantities.

A cheaper butterine formula would be, say, for a 1,000-lb. batch; 150 lbs. milk, 200 lbs. P. S. Y. cottonseed oil, 350 lbs. neutral lard, 300 lbs. of oleo oil, and salt to taste, pos-

sibly 5 to 6 per cent., more or less.

One of the best grades of butterine is composed of neutral lard, oleo oil, creamery butter, milk and cream in proportions, respectively, as follows: Neutral lard, 300 lbs.; oleo oil, 400 lbs.; creamery butter, 200 lbs., and 300 lbs. (70 and 30 per cent., respectively) of milk and cream. This will result in about 1,000 lbs. finished butterine.

Another cheap grade is composed of 100 lbs. yellow oleo oil, 550 lbs. of P. S. Y. cottonseed oil, 100 lbs. oleo stearine, 200 lbs. butter oil, 4 cans of skimmed milk, 18 per cent. acid, and 125 lbs. of salt. Tintometer tests run from 4.75 to 5.25 red, and butterine from 3.50 to 5.25 red.

Another formula for the better grade of butterine, tintometer test 5.25 red, is as follows: 200 lbs. prime summer yellow deodorized cottonseed oil, 200 lbs. neutral lard; 600 lbs. of yellow oleo oil, 2 cans of cream, 18 per cent. acid and 17 per cent. butterfat; 3 cans of milk, 18 per cent. acid and 3.50 per cent. butterfat, and 125 lbs. of salt.

Of course, the manufacture of butterine absolutely demands experience. Consistency, flavor, titer, etc., are all to be carefully considered. It takes a fully qualified expert to make it successfully.

WARNED AGAINST "EGG SUBSTITUTES"

The so-called egg substitutes which under various trade names are being sold to housewives will in no sense take the place of eggs in baking or cooking, say the specialists of the Bureau of Chemistry, United States Department of Agriculture. They have analyzed and made baking tests with most of the preparations which are claimed by manufacturers to do the work of eggs.

These preparations are sold usually in small packages containing from one to four ounces and priced at from ten to thirty-five cents a package. It is claimed that each package will take the place of from twelve

to forty-eight eggs. If these preparations would take the place of or do the work of even one dozen eggs, their purchase would help to reduce the high cost of living, but unfortunately for those who are misled by the alluring claims on the labels or in advertisements, they do not do the work of eggs in baking or cooking.

The average price paid by the consumer for the so-called egg substitutes is approximately six cents an ounce or at the rate of about one dollar a pound. Since these products consist essentially of starch or a powdered cereal product such as wheat flour, sometimes artificially colored yellow to imitate the appearance of eggs, the consumer pays a price far in excess of their food value or intrinsic worth.

Baking tests showed that cakes made with these so-called egg substitutes are inferior to cakes made with water in place of the substitute, otherwise using the same recipe, are not nearly so good as cakes made with milk, and in no measure are comparable with cakes made with eggs. There is no doubt, say the specialists, that most of these products do not really resemble eggs, neither can they take the place of eggs in baking and cooking, and further they do not serve any purpose in baking and cooking which is not equally served by the ordinary products daily used in the household.

A distinction should be made by the consumer between dried egg preparations, dried egg powders and the like, which consist entirely or mainly of real eggs in powdered form, and the so-called egg substitutes which contain little or no egg in any form. Real egg powders, properly prepared, will answer most purposes of shell eggs in baking and cooking.

Prosecutions are now pending in the Federal courts against manufacturers of a number of the so-called egg substitutes on the charge that the preparations are misbranded under the terms of the Food and Drugs Act.



1919

EXHIBITORS

1919

Exposition Chemical Industries

Coliseum, Chicago

WEEK OF SEPTEMBER 22nd

"At the Sign of the Kettle"

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**New York and
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**Official Organ American Meat Packers'
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GENERAL OFFICES.

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Cable Address: "Sampan, New York."
Telephone, No. 5477 Beckman.

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Chicago, Ill., 540 Postal Telegraph Building.
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PACKERS' PRIVATE CARS

In another part of this issue of The National Provisioner will be found a synopsis of the report of the Federal Trade Commission on the private car line service of the meat packers, with analysis and comments thereon. It is sufficient in this place to say that under the guise of "equal terms to all shippers" the Commission proposes a plan which is equivalent to government ownership of such cars. In fact, a government monopoly is frankly proposed as an alternative.

The Federal Trade Commission has attempted to create sentiment for this phase of its attack on the meat industry by capitalizing the discontent of some smaller packers with refrigerator car service as handled under government operation of the roads. They

THE NATIONAL PROVISIONER

call attention to poor service given by the railroads to smaller packers, and then go on to recommend that all refrigerator cars be put in the same hands which render this poor service. The logic of such advice is not likely to be convincing to thoughtful people.

Economic advantages of the present system of operation are well summarized in the comment by Thomas E. Wilson in behalf of the Institute of American Meat Packers, which also appears on another page of this issue of The National Provisioner. Incidentally, the slur on the Interstate Commerce Commission contained in the report will not pass without notice. The latter, after six years of study by trained men, presented a report diametrically opposite to that of the Federal Trade Commission's inexperienced probbers.

If the people of the country, both as business men and as consumers, are willing to have their perishable food supplies transported under conditions similar to those of other government-operated freight traffic at the present time, then the recommendations of the Federal Trade Commission will be adopted. If the lesson of government operation of ordinary freight cars has taught the public anything, it will be evident in the public attitude toward this proposed extension of government monopoly.

THE CAUSE OF THE TROUBLE

Out of the smoke and dust of the agitation over the high cost of living a light is beginning to shine clearly. It is the light of realization that two of the basic causes of our present difficulty are these: Decreased production, and extravagance. The theory of "profiteering" as the cause of high prices is easy to advance, and gets a responsive audience at once. But those who take the trouble to look into the matter discover that the underlying causes are deeper and more serious than that.

The prospect of every American having a fair share of the things necessary to sustain life and make it worth living depends in part upon the speed and quantity in which those things are produced. If we were able for a certain length of time to devote the whole of our productive powers to making useful things and nothing else, their cost would be reduced, in spite of so-called "profiteering," to a price which would enable everyone to have all required.

It is obvious that the wage earners of the country constitute the chief market to which producers must look for the purchase of the goods produced. In the main, it is necessary that we produce for ourselves and for others such things as we require, such as food, shelter and clothing. If a sufficiency of such things were produced, their prices would fall

to a level where all might obtain what their necessities demanded.

The cheaper these things become, the less they take up of the wages of the workers, the more money is freed for the purchase of other things and a demand is created for fresh commodities. This demand furnishes further employment and additional wages. So this cycle continues to revolve indefinitely around production. By increasing production the cost of living not only is decreased, but employment is augmented and money is liberated to command less necessary things.

If we do not adopt every means of increasing output, if we do not abolish waste and diminish unnecessary expenditure, we must gradually impoverish ourselves as a nation. Unless we give a larger share of our national effort to production of necessities and save on luxuries, that more capital may be released for plants and machinery for further production, conditions will be produced which will tend to lower the general standard of life of the wage earners, in spite of higher nominal wages.

But, if we are prepared to work hard, to spend wisely, to save regularly, to cut down waste and extravagance and invest securely, then things will be cheaper, shorter working hours will become possible, wages will be really and not nominally higher, and we shall see the end of the situation which now disturbs us so greatly.

SHOWING THE ANIMUS

The selfish interest behind the attacks on the meat industry made through such measures as the Kenyon bill was strikingly illustrated in the testimony of the publicity agent of the Southern Wholesale Grocers' Association, before the Senate Agriculture Committee at the Kenyon bill hearings. One of the Senators confronted him with a letter he had written to grocers, telling them it would be easy to get a bill through Congress putting the meat packers under license, but which would not extend to grocers or jobbers.

After much dodging the grocers' witness reluctantly admitted that while licensing was necessary for packers, it was not necessary for grocers or grocery jobbers. Asked which was righteous propaganda, that of the packers or the grocers, he said he considered the interests of the grocers and the public identical.

This is only a single illustration of the mental attitude of those who are trying to reduce the meat packing industry to what a famous ex-president would have called a state of innocuous desuetude. No wonder Senators smiled at such statements. Unfortunately, the sensational newspapers followed their customary policy of culling the "hot stuff" from such testimony, and omitting to inform their readers as to the real facts and situation.

August 30, 1919

TRADE GLEANINGS

Fire completely destroyed the quarantine section of the Santa Fe Stock Yards, Emporia, Kansas.

Fire damaged the plant of the Danahy Packing Company, Buffalo, N. Y., to the extent of \$5,000.

A two-story, 25x100 ft. plant to cost \$12,000, will be erected by the Feedman Packing Co., Portsmouth, Va.

The Texas Cotton Oil Co., Italy, Texas, has been chartered with a capital stock of \$35,000 by M. L. Huey.

The Carolina Fertilizer & Contracting Co., Charleston, S. C., has increased its capital stock from \$1,000 to \$50,000.

It is reported that a company is being organized in Pensacola, Fla., for the purpose of establishing a packing plant in that city.

The Memphis Stockyards, Memphis, Tenn., have been incorporated with a capital stock of \$200,000 by Fred Collins, A. L. Parker and F. D. Fuller.

Bacon and sausage to the value of about \$1,000 was destroyed by fire at the Campbell Brothers' packing plant, South Washington Avenue, Danville, Ill.

John Head, W. Y. Foster, Hope, Ark.; and H. H. Orton, Ashdown, Ark., have incorporated the McCurtain Cotton Oil Co., Idabel, Okla., with a capital stock of \$100,000.

Permission to erect a four-story concrete cattle pen has been granted to the Neuhoff Packing Company, Nashville, Tenn. The cost of the new building is estimated at \$6,000.

It is reported that the construction of the plant of the Farmers' Co-operative Packing

Company, Huron, S. D., is progressing rapidly and is expected to be in operation this fall.

Extensive plans for enlarging the plant of the Albany Phosphate Company, Albany, Ga., which has just been purchased by the Armour Fertilizer Works, are understood to be under consideration.

Joseph A. Kerr, for twenty years manager of the Cudahy Packing Company, North Sixth Street, Brooklyn, N. Y., died at his home, 256 Gates Avenue, Brooklyn, from pneumonia.

The Cape Fear Fish Fertilizer Co., Southport, N. C., recently incorporated with a capital stock of \$250,000 with C. L. Cotton as president and manager, will erect a fertilizer and oil plant.

The South Brooklyn Butchers' Poultry Co., Inc., Brooklyn, N. Y., has been incorporated with a capital stock of \$20,000 by Ike Dinerman, Meyer Koppelman and Eli Luria, 680 Union Street, Brooklyn, N. Y.

The DeLisser Foreign & Domestic Sales Corporation, has been incorporated under the laws of the State of Delaware, with a capital stock of \$100,000 to manufacture fertilizers, etc. Mark M. DeLisser, Albert DeLisser, Bert Seaboldt, all of New York, N. Y., are the incorporators.

The Evans Oil & Fertilizer Company, Greenwood, S. C., has been incorporated with a capital stock of \$100,000 with the following officers: F. S. Evans, president and treasurer; K. Baker, vice-president and W. T. Bailey, secretary. A cotton seed oil and fertilizer plant will be erected.

COURT UPHOLDS FOOD SEIZURES

The right of the State of Ohio to seize and sell at public auction food which has been held in cold storage longer than specified by the Smith Cold Storage law, was upheld by the State Supreme Court in a decision handed down on August 27.

The decision upholds the constitutionality of the cold storage law under which seizure of seventy-five tons of pork owned by the Columbus Packing Company had been made by the Franklin County Common Pleas Court. It was said the meat had been held in cold storage longer than the six months' time limit allowed under the cold storage law.

NEW ORLEANS MARKET

(Special Wire to The National Provisioner.)

New Orleans, La., Aug. 28.—October crude cottonseed oil offered at twenty cents per pound; buyers disinterested. Mills asking \$72.00 for the new crop seven per cent meal. Sales of hulls at \$8.25 loose, New Orleans.

GOVERNMENT SALE OF (NEW) CANS

74,312, steel, approximately 7"x2½"x3". SEALED BIDS will be opened 10 a. m., September 15, 1919, at Zone Supply Office, Fort Mason, San Francisco, Calif. Particulars, special bid forms may be obtained at above Office or Zone Supply Offices, attention Surplus Property Officer: Boston, New York, Philadelphia, Baltimore, Newport News, Atlanta, Jeffersonville, Ind.; Chicago, St. Louis, New Orleans, San Antonio, Omaha, El Paso, Refer to S. P. D. No. 1072 G. S.

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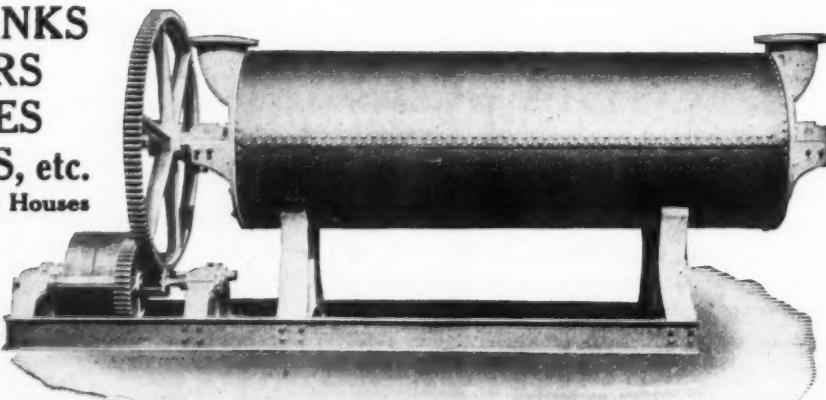
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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Provisions Market Weak; Hogs Slump; Cash Trade Continues Slow; Export Demand Limited; Food Cost Agitation.

Trading in hog products the past week was somewhat quiet, and prices, although steady at the outset of the week, continued their downward course. Sentiment continues against prices, due to the broadening agitation against the cost of living and the President's attitude toward labor and higher prices. The hog market was firm in the early part of the week, but again broke sharply under increased receipts, slow demand and large daily carry-overs at the yards. Reports of housewives throughout the country buying less pork and meat products had some effect. Consuming demand for hog products continued quiet, and there was a shading of cash meat prices during the week, and a noticeable absence of important foreign demand, notwithstanding some improvement in the foreign exchange markets. In many quarters the belief prevails that the movement of hogs will continue liberal, and increase during the fall and early winter, and the prospects of any large foreign absorption does not appear encouraging, as it is generally believed that the European governments will continue to encourage the curtailment of foreign imports, particularly of meats, which have been on a tremendous scale. The exports from Atlantic and Gulf ports for the week ending August 23rd and from November 1st, 1918, to date, compared with the previous year, follow:

Week ending	Since		
Aug. 23, '19.	Nov. 1, '18	Changes.	
Pork, lbs...	107,000	9,756,000 Inc.	4,806,000
Bacon and			
Hams, lbs...	51,259,000	1,724,218,000 Inc.	1,048,879,000
Lard, lbs...	18,222,000	659,176,000 Inc.	334,746,000

The packing of hogs in the West the past week amounted to 298,000, against 358,000 the previous week, and 382,000 last year. For the summer season to date the total amounts to 14,600,000, against 14,446,000 last year.

At the present level of hogs it is contended that there is a loss to the packer on the present basis of provision prices. There is a question in the minds of many in the trade whether the farmer will market hogs freely on a declining market, and the prospects of

a very heavy movement may possibly be interrupted by the unsettled labor conditions and the possibilities of a general railroad strike.

The movement of cattle has been larger and the demand has been noticeably less active, and there was a lowering of cattle values from the previous week. Below is a table showing the weekly average prices for hogs, beef cattle, sheep and lambs at Chicago:

	Hogs.	Cattle.	Sheep.	Lambs.
Last week	\$19.50	\$15.95	\$10.25	\$17.35
Previous week	21.25	17.30	10.00	17.05
Cor. week, 1918.....	10.05	15.60	12.75	17.75
Cor. week, 1917.....	*18.20	12.60	9.90	16.25
Cor. week, 1916.....	10.70	9.25	7.25	10.50
Cor. week, 1915.....	7.05	8.90	5.85	9.00
Cor. week, 1914.....	9.00	9.20	5.30	7.65
Cor. week, 1913.....	8.20	8.40	4.40	7.80
Cor. week, 1912.....	8.48	8.05	3.90	6.85
Cor. week, 1911.....	7.23	7.00	3.55	6.00

Av. 1911 to 1918.. \$11.00 \$9.85 \$6.00 \$10.20
*Highest on record up to week ending August 25, 1917.

Stocks of provisions continue large, and in many quarters there is a tendency to believe that supplies will increase rather than diminish due to the agitation against the cost of living and a tendency on the part of the consumer to hold off and await lower prices. There were claims that the packers supported the market at times during the week, while the selling has been mostly in a speculative way, encouraged by weakness in feed grains, the Washington campaign against prices and the slump in hogs.

The lard market has been under constant selling pressure, and, although prices did not reach the low levels of the previous week, the undertone was weak, with consuming demand, both domestic and export, lacking. The strength in the various oil markets appeared to be offset by the slow demand, and the prospects of increasing stocks. Reports that some of the European countries bordering on Germany and the other Central Empires were holding quite liberal quantities of fats and greases, awaiting shipment to Germany, had considerable influence, and the continued weakness in German money led to the belief that the prospective German demand would be considerably delayed.

The movement of live stock to market will be the price-making factor from now on, and until the heavy supplies in the country have been materially reduced there are many authorities in the trade who are anticipating a gradually lower level.

(Continued on page 25.)

THINKS TOP REACHED ON HOGS

Export Demand Only Thing That Would Bring Higher Prices—Must Await Peace Decision

(Special Letter to The National Provisioner from W. G. Press & Co.)

Chicago, Aug. 27, 1919.—The hog market today is very dull. The top on hogs is \$21.10 per 100 lbs. Good heavy packing hogs are now selling around 18c, the common grade around 17½c. This is only about 50c per 100 over the low time two weeks ago. We think top has been reached in hogs and hog products. It was our opinion some time ago that the high time of the year would be in September, but agitation has brought about different conditions.

A big export trade is about the only thing that would bring our hog and provision market back to former high prices, and as foreigners are too keen buyers to take hold of a market when it is on the down grade, we have little hope of a very active foreign demand this fall. September is a month when there is usually a good trade in hogs and hog products and we have no doubt we will have a better trade in September than we have now, for this is always the dull period of the year.

One thing is certain, we have the largest crop of hogs on record back in the country. We believe next year's supply will be three to five million over this year. The South has made great progress in increasing its supply of hogs. A well-posted Stock Yards hog expert, who is familiar with conditions in the South, and who just recently made a trip through there, says he never saw the prospects for hogs as good as at present. They have gotten away from the razor-back hog and are now raising the well-bred hogs. He thinks the South will be practically able to provide its own requirements the coming winter.

Therefore, we see ahead of us a record supply of hogs this winter. Hogs could easily sell at 15c and if the export trade be not good they could sell lower, but if Europe can get itself in shape to take the requirements of hog products that experts claim they need, a very strong situation would develop.

There is much uncertainty in the air as to whether Congress will follow the President's advice regarding peace terms, and it may be

(Continued on page 25)



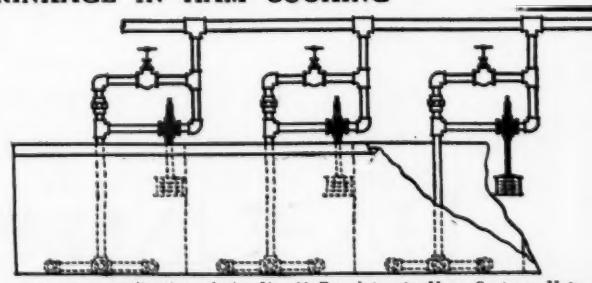
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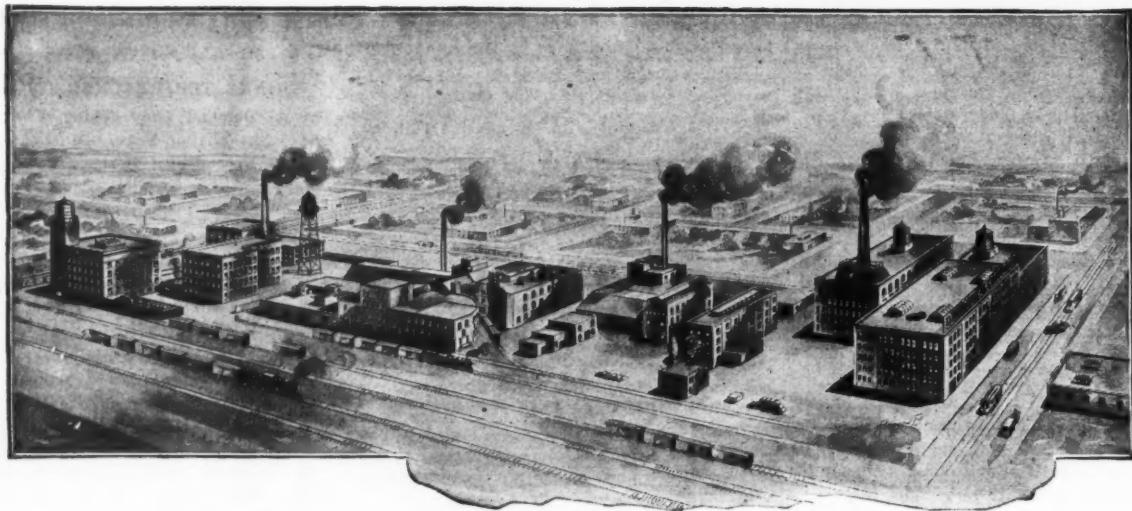
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TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—Developments in the tallow market the past week have been rather unimportant, although the market was very firm, and there were rumors of sales at 18½c for special loose. In most quarters buyers continued to hold off, but the demand has been sufficient to maintain prices, notwithstanding the disposition to await further developments over the living costs campaign and the general unsettlement of labor, particularly the railroad situation. Consumers, particularly soap-makers, have shown less interest in the market, although the firmness in cottonseed oil and other oils has been an important factor.

The possibilities of export buying continue to be hampered by unsettled foreign money conditions, and in more than one quarter it was contended that the exports the balance of this year will be smaller than for some time past. Quotations for prime city 17¼c nominal, and special loose, 18½c.

STEARINE—The market for oleo was weak during the week and prices sold off rather easily under light scattered offerings and absence of demand. Trading has been on a small scale, but at the low level there was more interest in the market from the consuming trade. The buying, however, has been of a hand-to-mouth character, due to the uncertainties surrounding the various oil markets and the labor situation. Quotations: oleo, 20c nominal.

SEE PAGE 31 FOR LATER MARKETS.

OLEO OIL—Trade is dull and prices easier. Extras are quoted at 32½@33c, according to quality.

GREASE—The market is rather slow, but prices are steady. Yellow, 14@15c; house, 14½@15c; brown, nominal.

NEATSFOOT OIL—The market is dull and featureless. Prices are quoted, 20 cold test, \$2.10@2.15; 30 degrees at \$2.05@2.10, and prime, \$1.75@1.90.

HOG PRICE HAS REACHED TOP.

(Continued from page 23)

some time before Europe will be able to arrange their finances. There surely cannot be very many big loans made to Europe pending the present discussion, and financial arrangements will have to be made before any very big export trade can develop in hog products.

The majority of the talent, which is usually wrong, have predicted a calamity in prices of hogs and hog products. This we do not subscribe to. Two years ago today top hogs sold at \$17.65 and one year ago they sold at 20c. There is no reason that we can see why hogs should be selling any higher today than they were a year ago, so we do not attach much importance to the recent decline in prices.

We think hogs are bringing a very fair price to the producer. From what we hear from the farmers from day to day at the yards we think they are well satisfied with present prices, and would be satisfied with 15c for their winter crop of hogs. High-grade cattle this week are selling steady, but low grades are much lower. Lambs and sheep are also lower.

EXPORTS OF PROVISIONS

Exports of provisions from the Atlantic and Gulf ports during the week ending August 23, 1919, were as follows:

	PORK, BBLS.	Week ended Aug. 23, 1919.	Week ended Aug. 24, 1919.	From Nov. 1, '18, to Aug. 23, 1919.
To—				
United Kingdom..	187	.....	.....	2,559
Continent	250	.....	.....	9,000
So. & Cen. Am. ....	.....	.....	.....	4,828
West Indies	100	.....	.....	22,197
Br. No. Am. Col. ....	.....	.....	.....	9,568
Other countries... ....	.....	.....	.....	530
Total	537	.....	.....	48,781

	BACON AND HAMS, LBS.	United Kingdom..	39,342,700	4,494,525	850,718,624
Continent	11,915,900	.....	.....	865,065,195	
So. & Cen. Am. ....	.....	.....	.....	936,000	
West Indies .....	.....	.....	.....	6,769,072	
Br. No. Am. Col. ....	.....	.....	.....	323,446	
Other countries... ....	.....	.....	.....	405,456	
Total	51,258,500	.....	.....	4,494,525	1,724,217,703

	LARD, LBS.	United Kingdom..	11,389,200	6,535,900	233,132,965
Continent	6,792,958	.....	.....	406,680,683	
So. & Cen. Am. ....	.....	.....	.....	6,567,947	
West Indies	40,000	.....	.....	12,064,550	
Br. No. Am. Col. ....	.....	.....	.....	433,294	
Other countries... ....	.....	.....	.....	270,728	
Total	18,222,158	.....	.....	6,535,900	659,176,167

RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, bbls.	Bacon and hams, lbs.	Lard, lbs.
New York	437	14,180,500	9,195,150
Boston .....	.....	27,201,000	6,611,600
Philadelphia .....	.....	389,000	563,000
Baltimore .....	.....	1,680,000	365,000
New Orleans	100	.....	40,000
Montreal .....	.....	7,828,000	1,375,000
Total week	537	51,258,500	18,220,158
Previous week	3,291	25,247,417	8,246,516
Two weeks ago..	2,030	30,576,675	12,641,014
Cor. week last y'r .....	.....	4,494,525	6,535,900

COMPARATIVE SUMMARY OF EXPORTS.			
From Nov. 1, '18	Same time to Aug. 23, '19	Last year.	Increase.
Pork, lbs.	9,756,200	4,949,400	4,806,300
Bacon and hams, lbs.	1,724,217,793	675,339,205	1,048,878,588
Lard, lbs.	659,176,167	324,430,246	334,745,921

PROVISION MARKET SITUATION

(Continued from page 23)

On Thursday the hog market was panicky and prices broke \$2 per 100 lbs., which carried the market for hog products off to new low

levels for the season. Reports were current that the Government was to open chain stores to market supplies and had considerable influence.

PORK—The market was very quiet and easier. Mess, \$55@56, nominal; clear, \$57@62; and family, \$55@56.

LARD—The market was very weak, with the West and the sharp break in hogs. City, 28½@29c, nominal; prime Western, 29@29.10c; Continent, 33c; South American, 33½c; Brazil, kegs, 34½c; compound, 29½c, nominal.

BEEF—The market was dull and easier. Mess, \$29@30; packet, \$30@31; family \$31@32; East India, \$54@56.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, August 28, 1919.—Latest quotations on chemical and soapmakers' supplies are as follows: 74 to 76 per cent. caustic soda, 3.35@3.50c. lb.; 60 per cent. caustic soda, 3.30c. lb.; 98 per cent. powdered caustic soda, 4½@4½c. lb.; 48 per cent. carbonate of soda, 2½c. lb.; 58 per cent. carbonato de soda, 2½c. lb.; talc, 1½@2c. lb.; silex, \$20 per 2,000 lbs.

Clarified palm oil in casks, nominal 17½@18c. lb.; yellow olive oil, 2.40@2.50 gal.; Cochin cocoanut oil, 21@22c. lb.; Ceylon cocoanut oil, 19@19½c. lb.; cottonseed oil, 26@27c. lb.; soya bean oil, 19@19½c. lb.; corn oil, 18@19c. lb.; peanut oil, deodorized, 20@29½c. lb.

Prime city tallow (special) nominal, 18½c. lb.; dynamite glycerine, nominal, 20@20½c. lb.; saponified glycerine, 88 per cent., nominal, 13½@14c. lb.; crude soap glycerine, nominal, 12@12½c. lb.; chemically pure glycerine, nominal, 20½c. lb.; prime packers grease, nominal, 16@16½c. lb.

EXPORTS OF OLEOMARGARINE

Exports of oleomargarine from New York for the week ended August 9 are reported as totalling 228,590 lbs., of which 176,724 lbs. went to the West Indies and 29,699 lbs. to Scandinavia. From July 1 to that date total exports from New York were 873,537 lbs.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to August 29, 1919, shows exports from that country were as follows: To England, 86,292 quarters; to the Continent, 66,730 quarters; to others, nothing. The previous week's exports were as follows: To England, 6,651 quarters; to the Continent, 122,430 quarters; to others, nothing.

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August 30, 1919

GEORGIA CRUSHERS' COMMITTEES

President E. P. Chivers of the Cotton Seed Crushers' Association of Georgia, through Secretary R. S. Melone, has announced the standing committees of this association for the ensuing year. The Cotton Seed Crushers' Association of Georgia never had a larger or more enthusiastic membership, and the brightest future for the administration of President Chivers in the history of the organization is expected. These committees are as follows:

Executive Committee—President and Vice-President, ex-officio; W. H. McKenzie, Montezuma, Ga.; P. D. McCarley, Atlanta, Ga.; P. R. Lamar, Atlanta, Ga.; H. E. Watkins, Atlanta, Ga.; Fielding Wallace, Augusta, Ga.; Claud Douthit, Atlanta, Ga.; E. T. Allen, Atlanta, Ga.; A. L. Murphy, Atlanta, Ga.; Jack Murphy, Atlanta, Ga.; L. G. Neal, Atlanta, Ga.; H. O. Lovvorn, Carrollton, Ga.; Harry Hodgeson, Athens, Ga.; R. G. Riley, Albany, Ga.; F. S. Perry, Macon, Ga.; R. L. McMath, Americus, Ga.

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Rules Committee—W. J. Murphy, Newnan, Chairman; J. B. Latimer, Atlanta, Ga.; W. Ed. Young, Savannah, Ga.; W. D. Hall, Atlanta, Ga.; A. L. Murphy, Atlanta, Ga.; Jack Murphy, Atlanta, Ga.

Arbitration Committee—E. P. McBurney, Chairman; L. G. Neal, Atlanta, Ga.; A. P. Cain, Atlanta, Ga.; E. T. Allen, Atlanta, Ga.; P. R. Lamar, Atlanta, Ga.

Committee on Vocational Training—P. R. Lamar, Atlanta, Chairman; Claud Douthit,

Atlanta, Ga.; E. P. McBurney, Atlanta, Ga.; W. W. Banks, Atlanta, Ga.; L. G. Neal, Atlanta, Ga.; A. L. Murphy, Atlanta, Ga.; M. S. Harper, Atlanta, Ga.

Chemists' Committee—T. C. Law, Atlanta, Chairman; F. N. Smalley, Savannah, Ga.; G. C. Henry, Cordele, Ga.; E. C. Ainslee, Atlanta, Ga.; G. C. Hulbert, Augusta, Ga.; W. A. Bass, Atlanta, Ga.; C. A. Butt, Atlanta, Ga.; A. L. Spurlin, Atlanta, Ga.

Traffic Committee—S. Linthicum, Atlanta, Chairman; W. C. Ermon, New Orleans, La.; R. A. P. Walker, New York, N. Y.; C. W. Bridger, Savannah, Ga.; R. P. Phillips, Cincinnati, O.; H. W. B. Glover, Richmond, Va.; W. A. Logan, Atlanta, Ga.; B. H. Hartley, Atlanta, Ga.

MEAT EXPORTS TAKE A DROP

Exports of meat and dairy products from the United States for the month of July, just reported, total in value \$10,000,000 more than in the same month of the previous year, but quantities exported were considerably less. Exports for the seven months of the year to July 31 totaled in value \$235,000,000 more than for a like period of last year. Here, too, values were out of proportion to volume, though the exceptional hog product exports of the early months brought up the latter. Exports for July compare as follows:

	July, '19.	July, '18.
Beef, canned, lbs.....	5,392,104	13,526,800
Beef, canned, value.....	\$2,050,476	\$5,503,250
Beef, fresh, lbs.....	8,680,524	32,056,016
Beef, fresh, value.....	\$2,068,073	\$7,464,645
Beef, pickled, etc., lbs.....	3,320,564	2,651,413
Beef, pickled, etc., value.....	\$745,831	\$506,422
Oleo oil, lbs.....	3,745,120	4,063,078
Oleo oil, value.....	\$1,208,124	\$49,760
Bacon, lbs.....	117,679,193	119,893,655
Bacon, value.....	\$40,294,754	\$34,889,624
Hams and shoulders, lbs.....	47,452,834	55,368,812
Hams and shoulders, value.....	\$15,844,687	\$15,995,285
Lard, lbs.....	68,163,734	68,600,261
Lard, value.....	\$24,247,926	\$18,062,014
Neutral lard, lbs.....	2,581,423	2,343,924
Neutral lard, value.....	\$947,992	\$586,529
Pork, pickled, lbs.....	2,392,515	4,676,888
Pork, pickled, value.....	\$710,029	\$1,163,418
Lard, compounds, lbs.....	6,359,713	2,448,177
Lard compounds, value.....	\$1,723,132	\$619,717
Total July, value.....	\$104,179,227	\$94,758,585

For the seven months since the beginning of the year export totals and values compare as follows:

	7 mos., '19.	7 mos., '18.
Beef, canned, lbs.....	44,747,256	85,579,455
Beef, canned, value.....	\$17,385,541	\$28,083,510
Beef, fresh, lbs.....	106,221,759	311,733,604
Beef, fresh, value.....	\$25,069,730	\$60,924,125
Beef, pickled, etc., lbs.....	27,144,787	25,614,175
Beef, pickled, etc., value.....	\$5,661,148	\$4,256,036
Oleo oil, lbs.....	49,558,653	50,920,638
Oleo oil, value.....	\$11,562,424	\$11,076,433
Bacon, lbs.....	68,293,876	736,659,692
Bacon, value.....	\$273,469,822	\$205,615,959
Hams and shoulders, lbs.....	492,819,143	370,708,140
Hams and shoulders, value.....	\$156,369,586	\$97,736,077
Lard, lbs.....	528,111,770	352,594,835
Lard, value.....	\$162,433,551	\$91,004,882
Neutral lard, lbs.....	16,669,080	5,342,666
Neutral lard, value.....	\$5,484,260	\$1,342,867
Pork, pickled, lbs.....	16,369,663	23,521,199
Pork, pickled, value.....	\$4,221,953	\$5,767,827
Lard, compounds, lbs.....	103,940,148	15,648,695
Lard compounds, value.....	\$25,711,790	\$3,728,753
Total July, value.....	\$519,137,272	\$584,774,196

FOREIGN COMMERCIAL EXCHANGE.

New York, August 29, 1919.—Foreign commercial exchange rates, as far as quoted, are:

London—	
Bankers' 60 days.....	4.19 1/4
Cable transfers	4.22
Demand, sterling	4.21 1/4
Commercial, sight	4.21
Commercial, 60 days	4.18
Commercial, 90 days	4.16 3/4
Paris—	
Commercial, 60 days	8.13
Commercial, checks	8.09
Bankers' cables	8.05
Bankers' checks	8.07
Amsterdam—	
Commercial, sight	37.10
Commercial, 60 days	36 1/2
Bankers' sight	37.15
Bankers' cables	37.35
Copenhagen—	
Bankers' sight	21.70
Bankers' cables	21.70
Antwerp—	
Bankers' checks	8.38
Bankers' cables	8.36
Berlin—	
Bankers' checks	4.95
Bankers' cables	5.00



VEGETABLE OILS WEEKLY REVIEW

THE NATIONAL PROVISIONER Is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

Markets Firm; Trade Slow; Export Demand Quiet; Cotton Oil Trade Fair

Developments in the vegetable oil situation the past week were rather unimportant. The demand, both domestic and export, was again slow, although there were rumors of export inquiry in the market for peanut oil, cocoanut and soya bean oil. Supplies of the various oils, however, are not large, and these reports had a tendency to strengthen the market, while offerings from the coast have been moderate and the strength in near-by cottonseed oils a factor. The agitation against high prices appears to have spent its force in these markets for the time being at least, and the weakness in the Western lard market and in hogs had little influence except to check the domestic inquiry to some extent.

Trading in cottonseed oil was again of quite liberal proportions, and at times there were signs of a broadening in outside interest in the market, and in speculative investment demand. During the week there has been a steady absorption of October oil by commission houses, which led to reports that one of the local professionals was covering short contracts and to the belief in some quarters that a campaign for higher prices was in the making. The buying has been encouraged by the continued strength in crude

oil, the unfavorable cotton crop reports, the lateness of the cotton crop and the small available oil supplies for delivery on contract. There were also fears of further railroad troubles. There is little or no pressure on the market and the selling was mostly in the way of realizing and scattered selling by the local crowd. Southern interest in the market continued rather limited, although there was some selling credited to the West induced by the heavy tone of the lard market.

The weather during the week was again rainy throughout the cotton belt, and many unfavorable reports were again heard although the tendency still prevails to anticipate a final outturn of 11,000,000 to 11,500,000 bales. There is considerable apprehension in the belt over labor shortage and claims were made that cotton pickers are making as high as \$12 to \$14 per day.

Crude oil continues to move slowly, and as a result hedge pressure on the market is lacking. There were reports that first half September shipment crude oil sold at 20½c, and also claims that crude oil at this basis showed a fair manufacturing profit, with the October delivery around 25c. The fears of a railroad tie-up, however, are against this operation, as the oil would have to be brought forward by boat to fill contracts.

Consuming demand for cotton oil is reported to be of fair volume, and spot oil is very firmly held, refiners asking 29c to 29½c per pound. It is the belief of the trade that when new crop oil begins to move in volume supplies of old oil will have been practically exhausted, and with the indications of only

a moderate cotton crop, the belief prevails that cotton oil prices will remain high during the early part of the new season. Export interest in the market is lacking, notwithstanding the better tone to the foreign exchange markets, and rumors have been current during the week that foreign interests were offering to resell not only cotton oil, but other oils as well.

The sharp break in lard and hogs late in the week caused scattered liquidation in cotton oil, and the renewal of the agitation against high prices weakened the list, causing a sharp decline.

Vegetable oils were also weaker toward the end of the week, with a continued slow demand and influenced by the decline in cottonseed oil and lard. Expert interest in the market remained quiet and the Government agitation for lower prices increased in activity. Tallow, however, was very strong.

COCOANUT OIL—Consuming inquiry continued rather quiet and prices were nominally quoted. Demand is checked to some extent by the weakness in the lard market and agitation against high prices. Manila oil is quoted at 16@16¼c, seller's tanks, f. o. b. the coast; Ceylon domestic, 18@18½c, tanks; Cochin, bbls., 20@20½c.

SOYA BEAN OIL—The market was dull and easier, with quotations purely nominal. The market on the coast was weaker, due to reselling, and prices were quoted at 15@15¾c, nominal, in seller's tanks. Spot is quoted at 17½c, nominal.

PALM OIL—The market was dull, with the



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undertone easier. Prime, red spot, —, nom; Lagos, spot 17@17½c; to arrive, —; palm kernel, 18½@19c, in bbls.; Niger, 16½@17c.

PEANUT OIL—The market is dull, with demand quiet. Domestic crude is offered by mills at 20c for October shipment. Oriental oil is quoted at 23½c. Spot is quoted at 28½@29c, nom.

CORN OIL—Crude oil is dull and nominal and demand for refined oil is less active.

COTTONSEED OIL—Market transactions:

SATURDAY, AUGUST 23.

Market closed dull and weak.

	Sales	High	Low	Range	Closing	Bid	Asked
Spot					24.00@....		
August					24.40@28.00		
September					26.50@28.00		
October					23.60@23.90		
November					21.75@21.95		
December	300	21.54	21.39	21.30@21.35	21.30@21.35		
January					21.25@21.34		
February					21.40@21.75		
March					21.50@21.60		
Total sales	300 P.	Crude S. E.	22.00	Bid			

MONDAY, AUGUST 25.

	Sales	High	Low	Range	Closing	Bid	Asked
Spot					25.00@....		
August					25.00@....		
September					25.00@28.00		
October					24.25@25.00		
November	100	21.80	21.80	22.30@23.00	22.30@23.00		
December					21.70@21.90		
January	200	21.70	21.40	21.70@21.80	21.70@21.80		
February					21.80@22.25		
March					22.00@22.50		
Total sales	700 P.	Crude S. E.	20.00	21.00	Bid		

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TUESDAY, AUGUST 26.							
Market closed active and strong.							
Spot 26.00@....							
August 26.00@....							
September 26.00@28.00							
October 25.00@25.50							
November 22.85 22.40 22.75@22.89							
December 21.60 21.87@21.99							
January 21.70 21.85@21.97							
February 21.90@22.30							
March 22.00@22.35							
Total sales 7500 P. Crude S. E. 20.00-21.00.							

WEDNESDAY, AUGUST 27.

WEDNESDAY, AUGUST 27.							
Market closed dull and weak.							
Spot 25.00@....							
August 25.00@....							
September 28.00@28.00							
October 24.75@24.80							
November 22.25@22.48							
December 21.45@21.59							
January 21.50@21.80							
February 21.60@22.00							
March 21.65@22.00							
Total sales 1200 P. Crude S. E. 20.00-21.00.							

THURSDAY, AUGUST 28.

THURSDAY, AUGUST 28.							
Market closed active but weak.							
Spot 24.00@....							
September 24.00@....							
October 24.00@24.20							
November 21.40@21.85							
December 20.65 20.75@20.85							
January 20.50 20.75@20.85							
February 20.75@21.25							
March 20.90@21.40							
April 20.90@21.75							
Total sales 3300 P. Crude S. E. 20.00-21.00.							

SEE PAGE 31 FOR LATER MARKETS.

VALUE OF COTTON SEED ANALYSIS It Is a Vital Matter of Profit or Loss to the Oil Miller

(Special Letter to The National Provisioner from
Fort Worth Laboratories.)

Fort Worth, Tex., Aug. 26, 1919.—Cotton seed are worth to the farmer what he can get for them. Seed are worth to the oil miller what he can get out of them in the way of products. Therein lies the essential difference in the point of view of the farmer and oil miller. Seed are seed to the farmer, whether they contain forty gallons of oil, or

fifty. Such should not be the point of view of the oil miller, though frequently it is.

An oil mill is not run just to see how many tons of seed it can crush in a season. It is run, as its name implies, to manufacture oil. In operating a steel plant, do they buy iron ore blindly, without knowing the per cent. of iron it contains? Absolutely no. And what is more, they know what they are producing in each step of their manufacturing operations.

A mill goes into the market and buys seed blindly. They take all they can get, because they figure that every ton they crush will reduce the fixed charges per ton, and the large amount they buy will average all right, so analyses are not necessary. This is a fallacy, which could not be shown in the past because rising markets hid the fact that lots of low-grade seed were crushed at a loss.

Many mills figure on putting through another 1,000 tons of seed with the margin of gross profit so small that they will only pay operating costs. Then on top of that they buy the seed without knowing how much oil it contains. Probably, in order to reduce their fixed charges a few cents per ton of seed, they reduced their net profits a few thousand dollars.

In no well-established industry having as small a margin of profit as the oil mill industry are raw materials purchased with practically no attention to value, as in the cotton-seed crushing industry. With seed opening at \$65 per ton, and the government fighting the H. C. of L., the man who buys seed blindly stands a good chance of showing in the red at the end of the season.

An incident we gave last season will bear repetition. Six hundred tons of seed were offered to two mills. One analyzed a sample of seed and found them worth only \$42 per ton. The other mill bought without an analysis and paid \$72 per ton. The first mill made \$18,000 on the one seed analysis, while the other mill lost that amount by not having an analysis.

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It is better than the hydraulic press because of the superior quality of oil, cake and meal it turns out; because of its great saving in cost of production; because of the greater simplicity in method of manufacturing. Write for information to

THE V.D.ANDERSON COMPANY, Cleveland, Ohio, U.S.A.

TEXAS COTTON SEED AT \$80

The price of cotton seed in Texas will be between \$75 and \$80 a ton, in the opinion of S. S. Frazer of Dallas, Texas, secretary of the Texas Ginners' Association. Mr. Frazer said, however, that any estimate of seed prices in Texas should be modified by two conditions, namely, the size of the cotton crop, which is largely problematical at present, and the turn that after-war conditions will take within the next few months. In regard to the cost of picking, Mr. Frazer said that farmers were planning to offer \$1.25 a hundred pounds.

"My estimate of what cotton seed will bring this fall," Mr. Frazer said, "is that the price will be between \$75 and \$80 a ton. This estimate is based, however, upon an assumption that events will take their normal

course. One thing which makes an opinion on cotton seed prices uncertain is how much cotton will be raised in Texas and the rest of the South this year. Another element

entering into the uncertainty of the price is what developments will occur in business conditions of the country within the next few months."

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CHUNAGA-UZURA—MEDIUM SPECKLED
CHUFUKU—WHITE FLAT
DAIFUKU—LARGE BUTTER
DAINAGON—MEDIUM BABY RED
KOTENASHI—PEA BEANS
KUMAMOTO—WHITE KIDNEY
KINTOKI—LARGE RED
MUROUNGU—MEDIUM BUTTER
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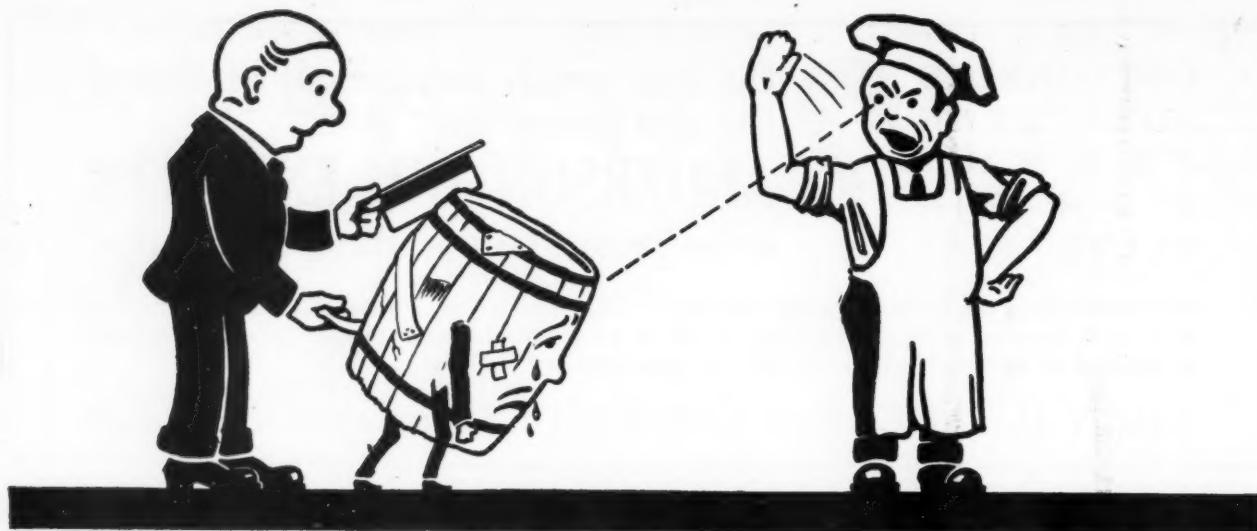
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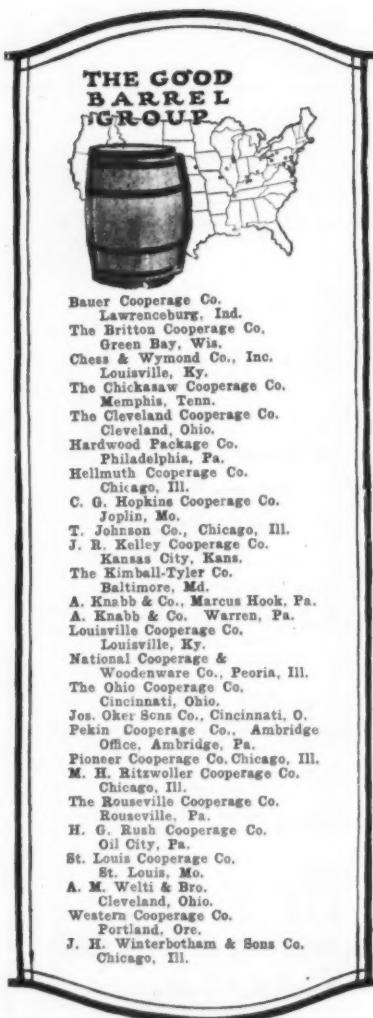
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A Cleveland salesman for one of the big compound refineries says: "I have lost the trade of three local bakeries because they did not like the way our company packages its compound in second-hand barrels. All three now order their thirty barrels a week from —————— who uses nice new barrels."

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Address Secretary G. B. G.

928 Illuminating Bldg. Cleveland, O.

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, August 29, 1919.—Market weak; prime Western, \$27.95@28.05; Middle West, \$27.80@27.90; city steam, 27½@27½c, nom.; refined Continent, \$32; South American, \$32.25; Brazil, kegs, \$33.25; compound, 29c., nom.

Marseilles Oils.

Marseilles, August 29, 1919.—Copra fabrique, — fr.; copra edible, — fr.; peanut fabrique, — fr.; peanut edible, — fr.

Liverpool Produce Markets.

Liverpool, August 29, 1919.—(By Cable).—The British Government has control of the market and no quotations are available. Australian tallow, 107/—.

FRIDAY'S CLOSINGS.

Provisions.

Hog products were barely steady due to further weakness in hogs, but steadied on "short" covering.

Tallow.

The market was dull but strong. City special loose quoted at 18½c.

Oleo Stearine.

Trade dull and prices weak. Oleo quoted at 20c. nominal.

Cottonseed Oil

Trading was quiet but the market easier on selling influenced by the weaker tone in lard.

Market closed steady. Sales, 3,100 bbls. Spot oil, \$24 bid. Crude oil, S. E. 20c bid, 21c offered. Closing quotations on futures: January, \$20.50@20.60; February, \$20.50@21.00; March, \$20.60@21.00; April, \$20.85@21.00; September, \$24.00@27.00; October, \$23.85@24.00; November, \$21.35@21.60; December, \$20.50@20.55.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, August 29.—Hog receipts, estimated, 14,000. Left over, 13,052. Market 50c. lower. Cattle receipts, 4,500, sheep, 7,000.

Kansas City, August 29.—Hogs slow and steady, not quoted.

Buffalo, August 29.—Hogs lower, at \$19.50 @20.25.

St. Joseph, August 29.—Hogs weak and lower, at \$16.50@19.60.

Detroit, August 29.—Hogs at \$20.50.

Cleveland, August 29.—Hogs lower, at \$20.50.

Indianapolis, August 29.—Hogs lower, at \$20.00.

Sioux City, August 29.—Hogs at \$15.50@19.00.

Louisville, August 29.—Hogs at \$19.10.

Omaha, August 29.—Hogs unevenly lower, not quoted.

EXPORTS OF MEATS AND PRODUCTS

Exports of meat and meat products from the Port of New York are reported as follows by the U. S. Bureau of Markets:

Since

Week Aug. 23.	July 1.
Frozen or fresh beef..	18,775,768
Canned & pickled beef	2,450,549
Fresh or frozen pork..	21,048
Lamb and mutton... .	1,114,083
Bacon, hams & sh'drs.	13,294,735
Lard & lard compound	5,412,109
Sausage	393,814
Dry salt & p'kled pork	9,481,484
Poultry and game....	29,950
	38,560,802
	9,918,821
	36,401
	44,478,397
	67,107,502
	68,083,865
	1,026,755
	73,626,485
	588,991

RECEIPTS AT CENTERS

SATURDAY, AUGUST 23, 1919.

	Cattle.	Hogs.	Sheep.
Chicago	2,500	3,854	6,000
Kansas City	900	355	2,500
Omaha	200	4,567	
St. Louis	1,250	5,264	
St. Joseph	100	850	
Sioux City	300	4,000	
St. Paul	4,200	500	1,700
Oklahoma City	300	200	
Fort Worth	700	300	
Milwaukee		427	
Denver	166		11,904
Louisville		500	
Wichita	100	157	
Indianapolis	200	4,000	200
Pittsburgh	127	1,000	1,000
Cincinnati	400	1,000	1,500
Buffalo	400	2,000	3,000
Cleveland		500	

MONDAY, AUGUST 25, 1919.

	Cattle.	Hogs.	Sheep.
Chicago	24,000	30,011	39,000
Kansas City	29,000	6,494	17,000
Omaha	24,400	4,057	54,000
St. Louis	10,500	3,890	6,000
St. Joseph	6,500	4,000	7,000
Sioux City	5,500	4,000	20,000
St. Paul	15,000	4,000	6,300
Oklahoma City	3,250	1,100	100
Fort Worth	6,500	500	1,700
Milwaukee		86	
Louisville	2,439	2,327	3,078
Detroit		1,028	
Wichita	3,500	123	
Indianapolis	1,700	5,000	
Pittsburgh	2,700	3,000	5,500
Cincinnati	2,800	2,864	3,500
Buffalo	5,500	7,000	6,000
Cleveland	1,500	3,000	1,800
New York	4,575	3,230	21,280

TUESDAY, AUGUST 26, 1919.

	Cattle.	Hogs.	Sheep.
Chicago	19,000	33,136	30,000
Kansas City	24,000	6,365	17,000
Omaha	11,500	6,211	32,000
St. Louis	7,000	11,794	6,000
St. Joseph	3,000	2,000	11,000
Sioux City	2,000	8,000	2,500
St. Paul	2,400	4,000	2,400
Milwaukee		134	
Louisville		2,000	
Detroit		874	
Wichita		632	
Indianapolis	1,000	600	400
Pittsburgh	100	1,200	200
Cincinnati	800	3,003	3,800
Buffalo	600	4,200	5,400
Cleveland		1,000	
New York	1,375	2,050	11,090

WEDNESDAY, AUGUST 27, 1919.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	17,119	30,000
Kansas City	15,000	7,340	14,000
Omaha	9,000	10,650	3,600
St. Louis	4,500	12,322	6,500
St. Joseph	2,500	6,000	3,000
Sioux City	5,000	7,000	6,000
St. Paul	4,400	6,000	9,500
Oklahoma City	1,600	100	900
Fort Worth	2,500	400	1,250
Milwaukee		3,146	
Louisville		2,000	
Detroit		1,162	
Wichita	500	\$25	200
Indianapolis	1,000	10,000	500
Pittsburgh	5	900	200
Cincinnati	1,000	2,500	3,000
Buffalo	125	640	600
Cleveland		1,000	
New York	2,650	3,040	8,650

THURSDAY, AUGUST 28, 1919.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	25,000	28,000
Kansas City		4,000	
Omaha	5,000	4,000	2,000
St. Louis		2,000	
St. Joseph		4,000	
Sioux City		10,000	
St. Paul		4,000	
Milwaukee		628	
Louisville		1,000	
Detroit		924	
Wichita		241	
Indianapolis		6,000	
Cincinnati	1,500	3,600	3,200
Buffalo	350	650	2,500
Cleveland		1,000	
New York	920	1,990	5,480

FRIDAY, AUGUST 29, 1919.

	Cattle.	Calves.	Sheep.	Hogs.
Chicago	4,500	13,000	7,000	
Kansas City	2,500	2,500	300	
Omaha	2,800	6,000	23,000	
St. Louis	1,700	6,000	1,200	
St. Joseph	1,000	1,500	1,000	
Sioux City	1,800	72	2,500	
St. Paul	3,000	2,800	1,000	
Oklahoma City	600	400		
Fort Worth	1,700	700	500	
Denver	600	125	8,300	
Indianapolis	500	5,000	500	

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO AUGUST 25, 1919.

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City	5,25	4,441	52,820	5,008
New York	2,702	4,438	793	10,203
Central Union	2,478	1,434	11,235	
Totals	10,465	10,313	64,748	15,211
Totals last week	11,284	8,180	43,402	13,828

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, August 23, 1919, are reported as follows:

Chicago.

	Cattle.	Hogs.	Sheep.
Armour & Co.	5,642	8,200	36,932
Swift & Co.	8,140	6,500	30,772
Morris & Co.	5,344	6,400	12,629
Wilson & Co.	5,592	6,400	13,567
Anglo. Amer. Prov. Co.	1,527	3,100	.....
G. H. Hammond Co.	4,654	5,300	.....
Libby, McNeill & Libby	1,618	.....	.....
Brennan Packing Co., 3,400 hogs; Miller & Hart, 2,700 hogs; Independent Packing Co., 2,800 hogs; Boyd, Lunham & Co., 2,200 hogs; Western Packing & Provision Co., 4,200 hogs; Roberts & Onake, 2,200 hogs; others, 8,300 hogs.			

Kansas City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	7,421	5,073	5,189
Fowler Packing Co.	1,324	.....	.....
Wilson & Co.	9,520	4,253	2,599
Swift & Co.	12,666	4,291	7,570
Cudahy Packing Co.	8,775	2,767	6,196
Morris & Co.	7,187	5,329	2,250
Others	483	307	17

Omaha.

	Cattle.	Hogs.	Sheep.
Morris & Co.	2,976	2,993	5,245
Swift & Co.	6,083	4,360	11,145
Cudahy Packing Co.	7,701	4,482	15,454
Armour & Co.	5,416	4,298	11,721
Swartz & Co.	561	.....	.....
J. W. Murphy	5,546	.....	.....

August 30, 1919

HIDE AND SKIN MARKETS (SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES—Market was quiet. Sellers report more inquiries for light weight stock. The general situation is featureless and there is nothing at hand which would indicate a definite turn in the situation. Packers are closely up and for this reason have very little surplus stock to offer. Whatever stock is offered is put out at nominally the same prices as realized in last trading. It is understood that the packers would sell ahead at last trading prices. Most of the large operators continue to stay out of the market and fully expect to see something definite in the way of sharp declines before long. Spready native steers are nominally quoted at 54 to 55c. Heavy native steers 52c. Heavy Texas 47@48c. Light Texas 47@48c. Extreme light Texas 48@49c. Butt branded steers 47@48c. Colorados 47c. Branded cows 48@50c. Heavy native cows 51@52c. Light native cows 59@60c. Native bulls 42@43c. Branded bulls 37@39c.

COUNTRY HIDES—The market is quiet. Offering are being freely made, but tanners ideas are low and they are not freely bidding. Most of the large operators are of the opinion that this market will go considerably lower than nominal asking prices quoted. A car of middle west extremes running 25 to 50 lbs. was offered here at 54c. About 1,500 hides 50 lbs. and up were offered at 53c. A small quantity of hides 25 to 50 lbs. July take-off is offered at 60c. As noted recently extremes have sold at 52@55c. according to section, quality, etc. Sales are reported in the East of Pennsylvania extremes at 52c.; and New York State and New England all weight hides are offered at 46c. Extremes are nominally quoted at 53@54c. Buffs at 43@44c. Heavy cows 44@46c. Heavy steers 47@48c. Bulls 34@35c.

NORTHWESTERN HIDES—The market is quiet. A pronounced dullness is noted in this section, due to limited supplies. No new trading was reported from the Twin Cities. Many inquiries are noted for light weight hides, but buyers' ideas are so far below dealers' nominal asking prices that very little trading is going through. Many of the dealers are closely sold up. Horse hides are a little bit easier. Recent sales were made at \$18.00. Extremes are nominally quoted at 53@54c. Buffs at 43@44c. Calfskins 80@85c. Kip skins are nominally quoted at 65@70c. Light calfs \$5.50@6.00. Deacons \$5.30@5.80.

Horse hides at \$18.00@19.59, according to quality etc.

CALFSKINS—The market is quiet. Packers generally are talking \$1.00 for their production. Chicago city skins are also quoted at \$1.00 for stock out of first salt. Various lots of first salted outside cities are quoted at 95c. Mixed lots of outside cities and countries at 85@90c. Countries at 80@85c. Strong inquiries were noted recently for kip. Packers generally are now talking 75c for natives, 74c for the over weights and 73c for the branded. Mixed lots of outside cities and countries are quoted at 70@72c. Country skins are offered at 65@67½c. Packers' slunks last sold at \$5.00. Light calf is held at \$5.50@6.00. Deacons \$5.30@5.80.

SHEEP PELTS—The halting tendency to leather markets is immediately felt by the low grades and substituting qualities of goods. Sheepskin leather, having been made strong by the scarcity and high prices of upper leather stock, are naturally the first to feel the effect of a slackening in the call and prices for the basic leathers. With tanners remaining passive in regard to their purchases of pickled skins, pullers are required to change their ideas on woolskin purchases. Such a condition confronts the local sheepskin market. A sale of 11-pound packer sheepskins was effected this week at \$3.25, the spread and measurement of the shearlings being the factor deciding purchase of this lot. Other lots of shearlings are quoted down to \$2.50 for business. Lambskins are running lighter in average weight, due to more northern stuff being marketed. Sellers ask \$3.50 for local kill; last sales were at \$3.40 green which figured \$3.50 cured under existing conditions. It is likely that sellers will be unable to realize their views. Small packer lambs sold at \$3.25. Dry pelts 48½@50c, paid as to lots. Outside was realized for best Montana light weight descriptions.

HORSE HIDES sold at \$17.50 and more are available at that rate. Tanners are reducing their bids right along owing to the uncertainty attending the goat and glazed kid markets. Rendered hides are quoted at \$18.00 paid for good lots of eastern heavy weight stock. Fronts are offered up to \$14.00 for best lots and butts are quoted at \$2.50@5.00 as to measurements. Ponies and glues half rates and colts about \$5.00.

HOGSKINS are steady, but quiet at \$1.50 nominal for average country run of skins with the rejected pigs and glues out at half

rates. No. 1 pigskin strips quoted at 10½@11c. nominal.

New York

PACKER HIDES—The market continues to rule quiet. Quotations are purely nominal in absence of trading. Many large operators ideas are around 40@42c for heavy native steers, but packers generally are not inclined to listen to such low figures. Receipts are larger and it is expected before long some basis for dealing will be found. Small packer hides quiet and rather mixed. Tanners are showing very little interest in offerings. A car of small packer light native cows, 55 lbs., and some offered at 50c, failed to attract any trading. A bid of 32c was made for one lot of 50-60 lb. bulls. Dealers ideas are higher.

COUNTRY HIDES—A slightly stronger undertone is noted and dealers are inclined to hold higher ideas as to values today. The general situation, however, is somewhat mixed and some dealers have let certain lots go at best bids obtainable. There is an increased demand for extremes. A sale is noted of a car of middle west extremes of choice quality at 46c. Various bids of 44 and 45c have been made for extremes and brokers report that it is more difficult to locate available lots than it was a couple of weeks ago. Many of the dealers are talking up to 50c for choice quality light hides. Offerings of New York State and New England extremes were made here at 43@45c. All weights are held at 37@39c. Buffs are nominally quoted at 36@38c.

CALFSKINS—The market is quiet. Rumors of sales both here and in the west at sharp declines cannot be confirmed. Bids made at \$8.00@9.00 for 10,000 New York Cities have been declined. Dealers generally are talking 50c higher on each of the three ranges of weights. Outside lots of mixed lots of skins are nominally held at \$7.75@8.00, \$8.75@9.00, and \$9.75@10.00. Countries range about \$1.00 less than the New York City skins.

HORSE HIDES—The market is slow. No new trading was reported lately. Most of the large sellers continue to talk \$19.50@20.00 for straight renderers' hides. Mixed lots are nominally quoted at \$17.50@18.00. Butts are steady at \$5.50 for 22 in. and up. Fronts are steady to firm. Renderers are quoted at \$14.00@14.50, while recent trading in mixed lots was effected at \$12.50 flat.

PACKERS IN TANNING BUSINESS

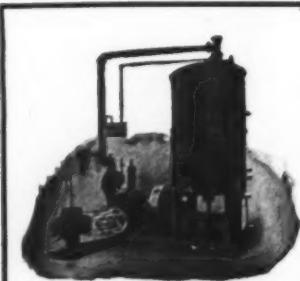
The Englishman who spends ten days in the United States and goes home to write a book about America is no more foolish than the pseudo industrial reformers who read a partisan report of the Federal Trade Commission and straightforward conclude that the institution of a leather millennium will follow a forcible divorce of the big packers from the tanning business.

It goes without saying that our independent tanners would not shed even crocodile tears if the packers were compelled to dismantle their tanneries, but there are complications not dreamed of in the philosophy of the politicians who are exploiting industrial fields in search of pabulum for the coming campaign.

If there is to be a course of unscrambling in our trade what will become of the shoe manufacturers who have built large tanneries in recent years? Are they to be considered innocent while the packers are guilty? Then again many tanners have gone into the country hide trade to collect their own raw material, and there are instances where some of the so-called "smaller packers" are operating with capital furnished by tanners. From another angle there are country hide merchants who are profitably conducting tanneries, and still another complication is that many shoe manufacturers are conducting chains of retail stores.

We have here a composite Humpty-Dumpty sitting on an economic wall. If he is thrown down to make a political holiday it will require more than all the King's horses and all the King's men to put him together again.—Shoe & Leather Reporter.

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LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from The National Livestock Commission Co.)

Union Stock Yard, Chicago, Aug. 28.

Continued clamor for lower cost of food-stuffs combined with heavy receipts of Native and Western cattle at all points have forced a further decline in prices. Last week's receipts of cattle in Chicago totalled 57,399 head, and during the first three days of this week we have had approximately as many cattle as we had all last week, 25,345 arriving on Monday, 18,521 on Tuesday, and estimated receipts of 12,000 on Wednesday, making a three days' total of about 56,000, including 20,000 "Westerns," and this is the heaviest run of range cattle this far this season. The trade has been erratic, with daily declines of 25@50c, thus putting values 75c@\$1.00 under the low time of last week. Western rangers are bound to come because this is the season of the year when a free marketward movement always takes place and the only chance for any reaction will be greatly lessened receipts of native cattle. Regardless of what may occur a month or two or three or four months hence, the near future of the trade depends entirely upon the supply. Beef channels are badly congested and continued liberal or even fairly liberal receipts of cattle can have but one effect, namely—forcing values still lower.

Liberal receipts of cattle all around the market circle have included plenty of "she-stuff." The trade is very erratic and uneven, as the liberal supply of cattle has included plenty of the cheaper grades of Western range steers, also some Western "she-stuff," and on account of the long haul the Western cattle generally show a little better in the dressing percentage, which causes buyers to give them the preference. Right now the fair, medium, and pretty good kinds of "grassy" butcher-stuff are the poorest sellers and show 50@75c and in some cases \$1.00 decline compared to a week ago, while cannerys are off only about 25c and are selling readily at present prices—in fact it might be observed that "she-stuff" is still selling very satisfactorily all things considered, and as everything indicates plenty of Western cattle during the next 60 to 90 days we can see nothing to be gained by holding back and "she-stuff" that is ready to come. The bull trade is sharply lower, in fact bologna grades are off \$1.50 and some of the heavy-weight bolognas look as much as \$2.00 under last week's best time. Good quality light stock bulls are scarce and are selling readily. Good to choice light veal calves are holding up well in price but everything else in the calf line is off \$1.00 because of liberal receipts from Western points.

A week ago today (Wednesday, August 20th) the extreme top of the hog market in Chicago was \$21.00, with rough packers selling from \$17.00@17.50. Today top hogs are still selling at \$21.00, and quotations are not greatly different from a week ago, but in the meantime we have some widely fluctuating markets. For instance during the closing days of last week prices advanced rapidly because of very light receipts and on Saturday the extreme top was \$21.90 only to be followed by a decisive downward reaction because of increased receipts at all points, and with the country-wide agitation over the high cost of living and a general tendency on the part of public officials to bring about a lowering of values of food-stuffs, the outlook for the near future is rather dubious regardless of what may be the ultimate outcome of the trade due to the phenomenal foreign demand, and present quotations as follows: Prime light and shipping grades \$20.50@20.85 top \$21.10; good butchers and prime mixed \$19.75@20.25; medium mixed \$19.35@19.50; mixed picking grades \$18.25@18.75 and heavy packers from \$17.00@18.00.

Liberal supplies of lambs from both the range and local sections have forced a decline of more than \$1.00 per cwt. as compared with the first days of last week; however, the market has been very active and each day's supply well cleaned up at the close. While there is a broad demand on feeding account,

daily receipts of feeding lambs have been in more liberal supply since the opening of the week and prices have worked from 50 to 75c below last week's closing level. Prevailing quotations range as follows: Westerns: Good to choice lambs, \$16.65@17.00; fair to best killing yearlings, \$12.00@12.75; fat weathers, \$11.00@11.50; fat ewes, \$9.00@9.50; feeding lambs, \$14.00@14.75; feeding yearlings, \$10.00@10.50; feeding wethers, \$8.00@8.50; yearling breeding ewes, \$13.50@15.00; choice aged breeding ewes, \$12.50@13.00; short-mouthed breeding and feeding ewes, \$6.00@8.00. Natives: Good to choice lambs, \$16.00@16.35; poor to medium, \$14.50@15.50; culs, \$9.00@10.00; fat ewes, \$8.50@9.00; good to choice breeding ewes, \$12.00@13.00; cul ewes, \$3.50@5.00.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Aug. 26.

There has been a continuation this week of liberal cattle runs, the total for the period amounting to 36,000. Monday was again the heavy day of the week, there being right at 15,000 on sale on that day. Some right good cattle are coming in and on the best of these the price ranges variously from \$17.50@18.50. On the best cattle, both in beef steers and yearlings and butcher stock the market is around 25c lower. On the medium and fair to good kinds it is 50c lower, while on the common and light kinds outside of cannerys and cutters it is 75c and in spots \$1 lower. There has been a fairly active trade in cannerys and cutters. Cows and heifers in this class range from \$5.75@7.50 and steers \$5.75@9.50. What little strength there is in the market is most noticeable in the stocker and feeder trade. Heavy-weight feeder steers are selling up to \$12.50, while the light and medium kinds range variously from \$7.50@12; stockers, both she stuff and steers, \$6.50@10.25. Oklahoma and Western cattle comprise a large proportion of our medium killing stock. They are selling for the most part between \$10@12, although we had one train of fat Oklahomas this week which sold at \$13.10.

Hog receipts for the week total 40,000. There was a very good percentage of good hogs this week and the quality averages fair for the period. There is noted a very good demand on light hogs, those weighing in the neighborhood of 175 lbs. The tone of the market, as for several weeks past, has been very irregular. The high time of the week was Saturday, when heavy hogs reached \$22.35. At this writing we are 85c under the week's high time, but about 15c higher than a week ago. Today's quotations are: Mixed and butchers, \$20.75@21.50; good heavies, \$21.35@21.50; rough, \$16.50@18.25; light, \$21@21.25; pigs, \$16.75@20.50; bulk, \$20.85@21.45.

Receipts in the sheep house are something over 24,000 for the week. The quality does not improve much and we are receiving a great many medium and common sheep, especially lambs. The trend of the market is downward, except for fat muttons, which are holding to a steady basis. For these the price is around \$9. Strictly choice lambs are worth \$16.75@17, but we are not receiving any good enough to bring the top figure. The bulk of the best killers range from \$16.25@16.50. Medium and common lambs are not much in demand, and range in price from \$11@14. Breeding ewes are still in keen demand. They are bringing from \$10 up to \$14, the top figure being paid on some good black-faced ewes within the past two days.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Aug. 26.

Cattle receipts continue liberal, with a slow trade in plain killing grades, and a fairly active movement of best fat cattle and stockers and feeders. Hog receipts remain below actual urgent requirements and

some sales were 25c higher, in the face of 25c to 50c lower prices elsewhere. Demand for sheep, both fat and stockers and feeders, continued large for the season of the year. Prices were lower, in keeping with declines elsewhere. Receipts today were 24,000 cattle, 6,000 hogs, 17,000 sheep, compared with 30,000 cattle, 6,000 hogs, 11,000 sheep a week ago and 30,000 cattle, 12,700 hogs and 9,500 sheep a year ago. The bulk of the cattle came from Missouri, Kansas and Oklahoma, and the bulk of the sheep from mountain range states.

Good to choice killing cattle were in limited supply and sold readily at steady prices. The plainer grades sold slowly, and in most cases 10c to 15c under Monday. Fed steers brought \$16.50 to \$18.50, and wintered and eaked grades, \$14 to \$16.25. Grass fat grades showed a wide variety and quality and prices ranged from \$8.75 for very common kinds up to \$15.50 for heavy Kansas grassers. Butcher cattle sold slowly, though at steady prices. Grass fat cows brought \$6.50 to \$9.50; cannerys, \$5.50 to \$6.50; heifers, \$7.50 to \$11.25. Veal calves were steady.

Hog prices at the outset were strong to 25c higher, but weakened later and closed steady, top, \$21.55; bulk, \$20.25 to \$21.25. The packers' top was \$21.40. Lower prices were quoted elsewhere. Receipts remain light. Local receipts carry a good many pigs and light-weight hogs and they are selling as feeders at \$17.50 to \$20.25.

Sheep receipts today were 17,000, making 34,000 in the two days this week. Prices were quoted 25c to 50c lower. The bulk of the fat lambs were Westerns that sold at \$16.25 to \$16.75. Fat ewes brought \$8 to \$8.50; yearlings, \$10.50 to \$11.50, and feeding lambs, \$12.50 to \$14.25.

OMAHA

(Special Letter to The National Provisioner.)

South Omaha, Aug. 26.

A continuation of the excessive cattle supplies of the past month has been responsible for a further slump in values all along the line. So few strictly prime corn-fed or grass beevies are coming that these have not suffered so very much, best corn-feds still bringing \$17@17.50 and best grass beevies, \$14@15. On the general run of light and medium weight steers of all kinds prices have gone off fully \$1 in the past ten days, and prospects are favorable for still further decline. Cows and heifers have been hit even harder than the beef steers, the decline, as compared with ten days, amounting to \$1@1.50 on practically all she stock. Bulk of the fair to good butcher cows now sell around \$8.50@\$9.50. Veal calves are sharply lower at \$8@13, and the same holds true as to bulls, stags, etc., at \$6.50@11. Receipts of cattle Monday were 27,000 head, and the month's receipts have been the heaviest on record for August.

Although receipts of hogs have been unusually light for this time of the year, the market has shown a weak undertone, and prices have been working toward lower levels, the decline being largely attributable to the prevailing popular fight on the high cost of living. Demand is broad, but buyers are insisting on lower prices, and in most cases able to enforce their demand. As compared with the low time a week ago, however, there has been a natural reaction and values are around 25@50c higher than they were at that time. Best light hogs sold today at \$20.50, as against \$19.80 on last Tuesday, and the bulk of the trading was at \$19.25@19.60, as against \$18.90@19.25 one week ago.

Heavy receipts of sheep and lambs have also had a depressing influence on the market, although an unusually broad demand for feeders has been a strong, steady influence on the trade. Fat lambs are selling 25@50c lower than they were a week ago, while feeder lambs are bringing fully as much as they were at that time. Fat lambs are going at \$15.75@16.75 and feeder lambs are bringing \$14@15.50. Yearlings sell at \$10.50@\$11.50, wethers at \$9.50@10.50 and ewes at \$7@9.

ICE AND REFRIGERATION

ICE NOTES.

It is reported that a company will be organized to operate an ice manufacturing plant in Greenville, Texas.

The Ashbolt Ice Co., 1025 Fourth Street, Lorain, Ohio, has been incorporated with a capital stock of \$25,000 with P. J. Goldthorpe, formerly connected with the City Ice Delivery Co. of Cleveland, Ohio, as manager. Other members of the Ashbolt Ice Company are William Ashbolt and A. M. Mead.

The new artificial ice plant of the Providence Ice Company, Providence, R. I., is now in operation and the output is about 30,000 tons annually.

The Ranger Ice Company, Ranger, Texas, is contemplating making additions which will double the capacity of its plant.

Dr. R. L. Clayton, of Celina, Texas, is making investigations with a view to establish an ice plant at this point next season.

A plant will be erected by the South Western Creamery Co., Joplin, Mo.

A branch creamery will be erected by the Mountain Grove Creamery Co., Carthage, Mo.

Dimple Ice Cream and Creamery Co., Columbia, Tenn., will erect a creamery.

A cold storage plant will be erected at Sanford, Fla., by George Fox & Co.

The building of a cold storage plant at Lonoake, Ark., is contemplated by J. T. Boyd.

The Eufaula Ice & Cold Storage Co., Eufaula, Ala., has been organized with a capital stock of \$50,000 with E. C. Stafford as general manager.

The daily capacity of the Chickasha Ice & Cold Storage Co., Chickasha, Fla., has been increased from 50 to 75 tons.

Cold storage plants will be erected by the Cordele Produce Co., Cordele, Ga.

The establishment of an ice plant at McRae, Ga., is contemplated by the City.

Cold storage plant will be built at Memphis, Tenn., by A. S. Barboro Co.

The Morristown Ice Co., Morristown, Tenn., will enlarge their plant to 50 tons capacity.

A \$40,000 ice and light plant will be erected by the City of Albany, Texas.

A company has been organized with a capital stock of \$100,000 by Paul A. Moss, A. M.

Barbe of Lake Charles, La., and will erect a 20-ton capacity ice plant at Breckenbridge, Texas.

Machinery has been ordered by the Home Ice Co., Laredo, Texas, for a 30-ton capacity ice plant and 1,500-ton capacity storage house.

The plant of the Sinton Ice Co., Sinton, Texas, will be remodeled.

The Meadowview Creamery, Meadowview, Va., has been incorporated with a capital stock of \$25,000 with D. G. Ritchie as president.

Armour and Company will erect a two-story and basement, 82x160 ft. creamery at Louisville, Ky.

The capacity of the Hickory Ice & Coal Co., Hickory, N. C., of which A. C. Hewitt is president, will be doubled.

The plant of the Salisbury Ice Co., Salisbury, Mo., will be remodeled.

An ice plant will be erected at Pascogoula, Miss., by Herman Gautier.

Ice machinery with a capacity of 15 tons will be installed by the Johnston Ice & Fuel Co., Lincolton, N. C. Joseph B. Johnston, secretary and manager.

A cold storage warehouse will be built at Huntington, W. Va., by D. H. Dunger.

An ice plant to cost \$30,000 will be built at Montgomery, W. Va., by the Fayette Bottling & Ice Co.

Contract has been awarded by the St. Albans Ice Cream Co., St. Albans, W. Va., for the installation of a 6-ton capacity refrigerating plant.

Bonds to the amount of \$150,000 have been voted by the city of Ripley, Texas, for the erection of an ice and light plant. For information address the Mayor.

The Crystal Ice Co., Dallas, Texas, has been chartered with a capital stock of \$49,600 by J. T. McEvoy and others.

Machinery has been purchased by the Thomasville Ice & Mfg. Co., Thomasville, Ga., which will double the capacity of the plant.

A company has been organized at Newman, Ga., with a capital stock of \$50,000 with J. G. Arnall as chairman. Ice plant with 30 tons capacity will be erected.

Eigenrauch & DeWinter, Inc., Middletown,

N. J., to deal in farm and dairy products, has been incorporated with a capital stock of \$50,000.

An ice manufacturing plant to cost \$225,000 will be erected in the northwest suburban section of Washington, D. C., by the American Ice Company, and a storage plant with a capacity of 12,000 tons will be erected at Fifteenth and E Streets, N. E.

The Hartwell Ice & Fuel Company, Hartwell, Ga., has applied for a charter with a capital stock of \$25,000. The incorporators are Pringle Clinckscales, J. A. Clinckscales, L. L. Mouchet and Guy Norris. Ice plant will be erected.

The Moultrie Co-operative Creamery & Cold Storage Company's plant at Moultrie, Ga., has been leased by Samuel Weichelbaum of Macon, Ga. He plans to add an ice cream and produce business to the plant.

The city of Newark, N. J., is contemplating the erection of an ice manufacturing plant. Mayor Gillen.

The capital stock of the Exmore Ice & Storage Co., Exmore, Va., organized with John T. B. Hyslop as president, has increased its capital stock from \$50,000 to \$100,000.

It is reported that J. A. Kyder, Box 534, will establish a 20-ton capacity ice plant.

The city of Gueydan, La., contemplates the building of an ice plant. For information address the Mayor.

An ice plant with a capacity of 50 tons will be built by the Lenoir Oil & Ice Co., Kinston, North Carolina.

An ice plant with a daily capacity of 10 tons and 1,500 gallons capacity distilled water plant will be erected by Carl G. Fischer at Miami Beach, Fla.

New ice plants will be built at Mansfield and Clarksville, Ark., and at Quinton, Okla., by Joseph N. Ward, who operates twelve storage and ice plants in western Arkansas and eastern Oklahoma. The Mansfield plant will have a capacity of 20 tons daily and the plants at Clarksville and Quinton will have a daily capacity of 25 tons.

MEAT SUPPLIES IN STORAGE.

Figures pertaining to meats held in storage on the first day of August, in comparison with the corresponding day in 1918 show, it is believed, the accuracy of the advertisements published by the livestock associations to the effect that there is now enough meat of nearly all kinds to justify greater consumption than has been the rule. There being no big American forces in the field to make an extraordinary demand for meat foods, the stock on August 1 showed totals a little greater than on August 1 last year, when the demand was for practically every pound that could be sent across to Europe.

THE NATIONAL AMMONIA COMPANY

PHILADELPHIA

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SPECIFY BOWER BRAND ANHYDROUS AMMONIA which can be obtained from the following:

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Baltimore—Wernicke Moving, Hauling & Storage Co., 100 W. Lombard St.
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Buffalo—Hellriegel Scale & Supply Co.; Key-stone Warehouse Co.
Chicago—Ernest O. Heinsdorf, 1004 Cunard Bldg.
Cincinnati—Pan Handle Storage Warehouse; Roessler & Hasslacher Chemical Co., 518 Union Central Bldg.
Cleveland—General Cartage & Storage Co.

Detroit—Brennan Truck & Storage Co.; New-man Bros. Inc., 1147 Cass Ave.
Havana—South Atlantic Commercial Co., Successors to Lindner & Hartman.
Jacksonville—St. Elmo W. Acosta.
Liverpool—Peter R. McQuade & Son.
Mexico, D. F.—Ernst O. Heinendorf.
Newark—American Oil & Supply Co.
New Orleans—United Warehouse Co., Ltd. C. Ben Thompson, 633 North St.
New York City—Roessler & Hasslacher Chemical Co., 100 William St.

Norfolk—Henry Bower Chemical Mfg. Co. Agency, First and Front Sts.
Philadelphia—Henry Bower Chemical Mfg. Co.
Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., Union Arcade Bldg.
Providence—Rhode Island Warehouse Co.; Edwin Knowles.
Richmond—Bowman Transfer & Storage Co.
Rochester—Rochester Carting Co.
Savannah—Benton Transfer Co.
Toledo—Moreton Truck & Storage Co.
Washington—Littlefield, Alvord & Co.

The supply of lamb and mutton more than doubled, rising from 3,057,493 pounds to 7,301,320 pounds on August 1 of this year, or almost a bite for every person in the United States. Frozen pork rose from 87,034,543 pounds to 134,695,588 pounds, or 54.8 per cent, giving a reserve supply of a little more than 1.3 pounds per capita. Pickled pork increased from 366,177,387 to 382,443,387 pounds, an increase of 4.4 per cent, the total being a little more than 3.8 pounds per capita. Miscellaneous meats in storage increased 10.7 per cent, from 77,591,505 to 85,896,609 pounds, or a fraction more than four-fifths of a pound per capita.

Frozen beef decreased 7.3 per cent, from 172,321,920 to 159,688,425 pounds, or a little more than 1.5 pounds per head of population, assuming there are 100,000,000 persons in the United States, and that none of the meat is to be exported. Lard decreased 3.3 per cent, running down from 102,298,512 to 98,915,098 pounds, or something less than a pound per capita. Cured beef showed an increase of 9.9 per cent, from 28,128,512 to 30,921,213 pounds, or less than a third of a pound per person. Dry salt pork decreased 1.1 per cent, or from 370,255,601 to 366,127,507 pounds, the holding being about 3.6 pounds per person.

HEARINGS ON PACKER BILLS.

(Continued from page 18)

of the Crawford County, Ga., chamber of commerce; W. J. Verneer, of Moultrie, Ga., and W. P. Carpenter of Tarkio, Mo. The Southern men said they welcomed the packers as the men who had enabled them to get away from being one-crop men.

On the same day, August 23, the East St. Louis Chamber of Commerce and the East Side Employers' Association, also of East St. Louis, objected to this hobbling if not destruction of the packers, because they have gone into East St. Louis and built up the place.

Immediately after them came vegetable canners represented by James A. Anderson of Morgan, Utah, who said the Trade Commissioners either do not know the facts or are incompetent. He preferred to give them the benefit of the doubt, and hold them merely incompetent. He advised the committee to "let well enough alone."

Says Southern Grocers Are Monopolists

"It is the experience of most retail grocers in the South," said J. M. Baker, of Tampa, Fla., "that there is no competition among the members of the Southern Wholesale Grocers Association." His observations on that point caused Lewis H. Haney, the publicity man of the southern wholesalers, to be

recalled. He said that on that point he could only "enter an emphatic denial."

A procession of witnesses passed before the Committee on August 27, the first being I. C. Thurmond, a ranchman at Elk City, Okla., who spoke for himself and the Oklahoma Livestock Producers Association. He said the people in his part of the country believe the Trade Commission conducted a one-sided investigation and made a report of the same tenor.

"In my part of the country we are 100 per cent for the big packers, and we are against these bills and all other radical and untried legislation," said Mr. Thurmond. "The big packers stood up in 1909 when there was a panic in our section, operated their plants, and paid cash for what we had to sell them. I know from what I saw when

Morris & Co. built a plant at Oklahoma City, in competition with Swift and Armour at Fort Worth, and Cudahy and Dold at Wichita. You might as well take their tools from these packers as to the things you are proposing to take. People out our way have had enough of government operation in the railroads and telegraphs and telephones. We need less legislation, less agitation and more production and more thrift."

TRYING TO GERMANIZE AMERICA, SAYS CATTLEMAN.

Willard C. Stanton Jr., manager of the Jersey City, N. J., Chamber of Commerce, conducted a referendum on the subject among its more than 800 members, and only 57 men favored such legislation.

Irving G. Cook, a cattleman of South

REMINGTON MACHINE CO. Wilmington, Delaware

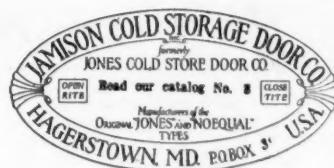
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Byron, N. Y., and M. O. Bement, of Buffalo, another cattleman, followed Mr. Thurmond. The latter said he wished the big packers controlled the stock yards at Buffalo. M. T. Bockelman of Fitchburg, Mass., and Frank C. Currie, of Ord, Neb., also opposed the bill.

"Are you trying to Germanize America?" asked Currie. "They have licenses for butchers and carpenters in Germany." He said he had been in the cattle business for forty years and the packers never hurt him.

Charles A. Niemier, who has several retail groceries at and near Princeton, Ind., could see no benefit in keeping the packers out of the grocery business, but that if they are to be licensed he wanted to know why licenses should not be required for wholesale grocers, because they handle wagons, phonographs, insect powder and woodenware.

The people are tired of governmental control, and especially the farmers, said J. G. Curtis, speaking for the New York and New Jersey Stockmen's Exchange. The farmers are tired because they have to pay 75 per cent higher rates for shipping cattle since the government began running the railroads.

Others Who Oppose Such Legislation

Advising the Senators to "lay off on such legislation that leads to agitation such as this," Samuel Davidson, a Fort Worth banker and cattleman, said he could not believe the declarations made by the Trade Commission. He also opposed the legislation because he did not want to be dictated to by subordinate government officials. Other farmers and cattle feeders who followed Davidson were John T. Shepherd of Marion, O., James E. Strickler of Skidmore, Mo., and Robert Thompson of Bethany, Mo.

Eliminating the big packers from the wholesale grocery business would not help him in this buying for retail groceries, said W. D. Williams, who owns a number of "cash and carry" groceries in Omaha. He thought it good to have competition in the selling of groceries to the retailers.

Williams started a back fire on wholesale grocers who have advocated the legislation. He recited his own difficulties in securing stocks for chain stores. "You regard this opposition as an indication of combination among the wholesalers?" Senator Kenyon asked. "I do," Williams responded. He said that he had laid the facts before the Federal Trade Commission and that an investigation had been started.

Governor Heads Delegation Against the Bill

Colorado and Wyoming stockmen and business men indirectly connected with the cattle raising industry were heard by the Senate committee on August 28. The Colorado delegation was headed by former Governor E. M. Ammons. In that delegation were representatives of the Denver Manufacturers Association, Denver Live Stock Exchange, Denver Retail Association, the Denver Civic and Commercial Association, F. J. Denison, president of the Denver Drover's Bank; J. A. Shoemaker of the Denver Stock Yard Company, and Arthur C. Johnson, editor of the Denver Record-Stockman.

The Wyoming people were the first to obtain the privilege of telling the committee that, in their opinion, the bill if passed would place everything pertaining to the livestock and meat production industries in the hands of government bureaus, to be dictated, directed and controlled by political appointees. The Wyoming man said they would rather take their chances with men who have grown up in their business, even if at times they might not agree, than with government officials who knew nothing about the business and can be mulish and arbitrary without being accountable except to the voters, who would of course not know anything about particular disputes. They took the position that if there is anything wrong there are laws enough to correct the evils, if they can be proved. The Wyoming resolutions declared:

"We feel that one of the greatest causes for unrest now in this country is too much

agitation and too much proposed legislation. The government ought to leave business alone so it can get back to its pre-war basis. If the packers' refrigerator cars are to be taken away from them, as is proposed in these bills, the distribution system for meat products would be crippled and I can tell this committee it is a fact that the stockmen would be the first to suffer. If the small packers need cars and cannot build them for themselves, the government or the railroads should build them; but certainly there is no necessity to confiscate the property of the packers or anybody else. We don't believe in confiscation of property. It is socialism and we are against that in Wyoming."

"The Western live stock producer is alarmed; he sees black clouds on the business horizon; he is about ready to run for cover," Governor Ammons declared. From a distance of 2,000 miles, he has watched the "entwining red tape reach out," and he wants the government to check its moves in that direction, the governor said. Then, too, the cattle producer of the range country has "felt the sting" of the governmental subordinate, and he fears the subordinates which will become powerful through the provisions of the two regulatory bills now under consideration by the committee according to the witness.

Provisions of the bills, extending a licensing power over market news, struck a tender chord in the lives of the ranger, Mr. Ammons reported.

"We're opposed to that licensing provision as well as the other licensing provisions," he continued. "What are we coming to? If the censorship is to be applied to market news—and the bill doesn't say who the censor will be—then, it is only a few days until we have left behind us the free speech and free press of our nation. We'll have our political news censored. And who will pass on that? But, first, we range owners with our herds, want market news and we do not want government officials passing on its reliability for that could not make it better."

Mr. Ammons said the farmer and producer are being made the "shock absorber for business," by much legislation in this age. He blamed the high cost of living largely to the fact that "most every American is demanding more service today than ever in history." It all adds to the ultimate cost, he argued.

Driving Livestock Raisers Out of Business

William A. Drake, Fort Collins, who testified his average operations in sheep feeding required the borrowing of more than \$400,000 annually, told the committee he had not borrowed a dollar this year, and expected not to feed sheep to any extent this winter because of the "uncertainty resulting from such bills as you now have under consideration." He said he ordinarily contracted for his sheep about this season. But not this year. He would make no contracts.

Charles Clayton, Denver, whom Mr. Ammons introduced as the "largest cattle feeder and grower in our section," urged the committee not to report out either of the proposed bills, because they would result in "untold losses to the livestock industry." He testified he handled "upwards of 100,000 head of cattle a year," adding he did not want to trust supervision of his business to "men I have fired for incompetency." He related how he had discharged several men and how, later, they came back to Denver as "government men trying to tell me where to put salt and how to feed my cattle."

J. D. Mallen, cattle grower, of Denver, R. E. Vickery, director of a cattle loan company and producer of Grand Junction, J. N. McWilliams, Denver, and E. E. Stepp, feeder, Bertrand, told the committee the proposed legislation was disrupting the business already, for the reason that hundreds of livestock feeders in the range country had given up plans to carry on their operations this winter, because "they don't feel safe."

The Colorado State Grange objects to the "growing tendency towards governmental control of private interests," C. W. Swayze, Denver, representing the organization, told

the committee. The Grange, Mr. Swayze said, feels the trend of legislation like the Kenyon and Kendrick bills is "to convert a democracy into a bureaucracy." These views also were largely reiterated by Ben M. White, Eagle, representing the Western Slope Cattle Growers' Association. Others supporting the statements were J. E. Zahn, Denver, representing the Denver Manufacturers' Association, F. J. Denison, Denver, and Arthur C. Johnson.

The so-called independent packers' views of the bills were offered by W. N. W. Blayne, Denver, James N. Doyle, Denver, and G. H. Nuckolls, of the Nuckolls Packing Co., Pueblo, each of whom were emphatically and unequivocally opposed to the passage of further laws which "can do nought but discourage and destroy." Mr. Blayne suggested it was the work of Congress "to build up and not destroy, but there is little of a constructive idea in these bills."

Relative to the competition with the so-called "big five" concerns, the witnesses said they had been treated fairly and had grown rapidly while in such competition. Mr. Nuckolls said, referring to statements of Commissioner Colver of the Federal Trade Commission, that he felt he was able to compete and "get an equal share" even though "the commission believes I am existing at sufferance." Mr. Doyle held that the proposed legislation "means an end to the men who have to depend heavily on borrowed capital." He declared the banks would not "take" the chance of seeing one of their creditors suddenly put out of business."

Speaking for the commission men of Denver and the Denver Live Stock Exchange, H. G. Prey said the commission men had sent him to Washington to protest against legislation "which would them and me under the supervision of a political job holder." He added that he believed the bills would preclude further establishment of small packing plants "thus leaving those which can weather the storm in control and the purposes of the bill lost."

WHY PACKERS OPPOSE BAD BILLS

In giving reasons why meat packers oppose such legislation as the Kenyon bill, and in answering criticisms of packers because they are exercising their undoubted right to fight such measures, J. Ogden Armour says in a recent letter:

"Whose concern is it that Congress is considering legislation that will restrict the meat packers from competing in the general food field and put them under complete domination of some government official?

"Of course, our concern is apparent. It hardly need be said that we will protest emphatically against such legislation. We believe that others, too, will protest, because, under the Moses amendment to the Kenyon bill the act becomes applicable to all interstate business, which means that the baneful effects of this proposed legislation will not be confined to the packing industry. If need be, we will make this fight alone, but we are writing to record this thought:

"This proposed legislation affects every kind of business because it sets a precedent inimical to enterprise in all fields. It puts business under the heel of bureaucracy and the logical result would be a return to the medieval practice of craft and guild domination, which kept initiative in a straightjacket.

"When it comes to pass that a business can exist only by leave of some official holding temporary office and not necessarily conversant with the business involved, then industrial and commercial progress in this country will cease.

"If the wholesale grocer can by law eliminate competition at the hands of the meat packers, as is the intent of pending legislation, then there is no logical reason why the tailor could not in a similar way stop the sale of clothes at department stores, or why automobile distributors could not prevent wholesale grocers from hauling accessories or why cigar stores could not stop the sale

of tobacco by druggists, or, why the fiction magazine should not make it illegal for newspapers to print serials.

"It will be a terrible blow to American business when Congress begins deciding for the firm or individual what legitimate activity he may or may not engage in.

"Of similar significance is the proposal to take away from the meat packers their refrigerator cars—not because of any misuse of them, but simply because all firms do not operate their own. It is as though a law were passed which compelled the owner of a modern press to make it common property because some one desired to compete with him for business, but was not possessed of proper mechanical equipment.

"We do not aver that such foolish laws will ever be enacted, but they are no more foolish or unjust than the proposed law to license packers, limiting their activities and take away from them that portion of their equipment which others would like to use."



COLVER DODGED ISSUE ON PROFITS

Edward Morris, President of Morris & Co., has issued the following statement in reply to the attack made on the packers before the Senate Committee on Agriculture by Mr. Colver of the Federal Trade Commission:

"Mr. Colver, knowing the correctness of the packers' assertions that their profit is but a fraction of a cent a pound, tried to dodge the issue by saying the profit is not the big question. It is the big question. Even in normal times, and particularly now when the cost of living is exceedingly high, the most important question involved in the pending legislation is the rate of the packers' profits.

"The public should not allow trade Commissioners or propagandists of special interests to obscure the fact that the packing industry as at present organized is functioning efficiently at an amazingly small rate of profit, and that such interference as now proposed at Washington would, by disturbing this efficient operation, appreciably increase the cost of living.

"So far as refrigerator cars and other privately owned cars are concerned, I am content to ask the public to choose between the conclusions of the Interstate Commerce Commission, which made an investigation extending over many years, and a biased publicity report of the Federal Trade Commission."



WAVE OF PROTEST AGAINST BILLS

Is Senator Kenyon, putative author of the packers' license bill bearing his name, disgusted and disheartened with the reception that has been given that measure? If his attitude of dejection at the Senate committee hearings were taken as a truthful answer to the question, the answer could be translated into the most emphatic affirmative imaginable. For more than a week he has been listening to pointed and emphatic objections to the measure, which is understood to have been drafted by lawyers in the Department of Agriculture on information and insinuation from the Federal Trade Commission.

The Iowa Senator, day after day, has been sitting slumped down in a chair at the committee table, directly across the table from cattlemen, so-called little packers, grocers, vegetable canners, dairymen, bankers, secretaries of chambers of commerce, secretaries of livestock exchanges and representatives of the big packers, listening to a condemnation of both government ownership and licensing, not to mention condemnation of the methods and conclusions of the Federal Trade Commission.

Senator Kendrick, also the putative author of a licensing bill, has taken practically no part in the discussion. He was not in Washington when the hearings on the bills were begun.

According to the gossip at the capitol Kenyon is as sore as a boil because there has been practically no support for the measure except from the Federal Trade Commission and the Southern Wholesale Grocers' Association. Retail grocers have gone on the stand

in opposition to the wholesalers, saying they preferred to deal with the packers because they could get what they wanted, when they wanted it and at prices that the wholesalers did not meet, all things considered.

Chairman Gronna's clerk has thousands of telegrams and letters, either discussing the bill in a derogatory way or frankly opposing it. He has two bundles of letters and telegrams, each weighing about fifteen or twenty pounds, asking to be heard on the subject. Any estimate as to the number would be misleading.

Gossip is that 3,000 requests to be heard had been made, but that is only a guess. The only accurate observation that could be made on the subject is that the requests far exceed the possibility of the committee granting, unless it cares to sit for two or three years, not to new things, but to cumulative evidence that the people of the country are not in favor of government ownership or the preliminary step thereto, which is a license system under which government officials could bankrupt licensees so their property could be taken over by the government at a small fraction of its cost.



MEAT PACKERS' CONVENTION.

(Continued from page 19)

collateral organization which they might form, and which should keep in very close touch with the Institute. He said:

Chicago, August 19, 1919.

Dear Sir:

On July 21, 1919, at a special meeting of the regular members of the American Meat Packers' Association, it was unanimously decided to make certain changes in the organization and method of conducting our Association. Mr. Thomas E. Wilson of Chicago was chosen chairman of a Committee on Re-organization, the activities of which committee resulted in the formulation of a number of amendments to the Constitution and By-Laws. These amendments were accepted by the Committee on Re-organization and later, by means of a referendum mail vote, were ratified by the regular members of the Association.

By virtue of these amendments, the name of our organization has been changed from the American Meat Packers' Association to the Institute of American Meat Packers. Under the new constitution there is no provision for associate membership, the expressed opinion of many of the regular members being that the future activities of the Institute could be best performed through the agency of an organization which consists of but one class of members.

I hope that I can make clear to you the fact—for it is a fact—that this action was taken in the best possible spirit and that you gentlemen, who have for so long a time been associate members of the American Meat Packers' Association, will not misunderstand the present move.

Personally, I believe there is ample opportunity for you to form a collateral body which could keep in very close touch with the Institute. If I can be of any service in that connection, I shall be glad to have you call upon me for such help as I can give. I would suggest the calling of a meeting to consider this matter, and believe it would be well to have this meeting in Chicago and before the convention at Atlantic City, which takes place on September 15, 16 and 17. If this suggestion is of interest, I shall be glad to hear from you.

Yours truly,
R. G. GOULD, Secretary.

Will Be Welcome Always.

That associate members might not misunderstand their welcome at the Atlantic City meeting Secretary Gould sent them another letter in which he said:

There seems to be some misunderstanding as to whether or not the associate members of the A. M. P. A. are expected to attend the forthcoming convention at Atlantic City September 15, 16 and 17.

In response to that misunderstanding, and supplementing my letter of August 19, let me assure that you most certainly are invited to attend the convention and to join with us in all the many entertainments scheduled for the three days we are to be at Atlantic City.

The Atlantic City programme is nearing completion, and Chairman J. R. Livezey of Philadelphia—who, by the way, is an associate member under the old rules—is getting ready a good time for all visitors which promises to do full justice to the situation. The meeting lasts three days, and there will be all kinds of pleasure every day, with special attention given to the ladies.

The Convention Smoker at the Blackstone on Monday evening will be a hummer, and Chairman Louis Burk announces that the Convention Banquet at the Traymore on Tuesday evening will be as big an attraction as ever. While the men are at this function the ladies will be guests at a special theater party. Speakers at business sessions and banquet will be prominent men whose names will be shortly announced. Indications are for a memorable meeting.

AN ASSOCIATION ECHO.

One of the enthusiastic associate members of the American Meat Packers' Association who cut a prominent figure at early meetings was president Charles G. Schmidt of the Cincinnati Butchers' Supply Company.

His famous "Ta-ra-ra-boom-de-ay" parody with the associate members as the topic was a feature of one of those gatherings, and an echo of it comes from the same source, now that changes in the organization have been made. Mr. Schmidt sends The National Provisioner this verse indicative of the continued loyalty of the associates, and promises that more on the same lines will follow:

Ta-ra-ra-boom-de-ay!
Changed is old A. M. P. A.
To the I. O. A. M. P.
For much closer harmony.
To improve its interests,
'Sociates will now be guests;
They are friends and will assist
Wrongful measures to resist.

"These lines," he adds, "no doubt will remind those who attended the early conventions how well General Ryan, the first president, understood to enliven the business meetings by intermingling now and then some little pleasure stunts, his purpose being to bring the members closer together and impressing them with the fact that in unity is strength."



STOCKMEN OPPOSE KENYON BILL

Opposition of stockmen to the Kenyon-Anderson and Kendrick bills for the regulation of the meat industry continues to grow. Individually and through their organizations stockmen are expressing their sentiments against these measures in no uncertain terms. Producers denounce particularly that feature of the Kenyon-Anderson bill which gives an official at Washington authority over a great industry, and the provision common to both bills which destroys private ownership of refrigerator cars.

Stockmen have had some enlightening experience themselves in depending on the railroads for cars and they are not in favor of having the outlet for their meats clogged by any interference with the present system of private cars. There is no sense in this proposed legislation, and the sooner it is sent to the bone-yard the better for everybody.—National Stockman & Farmer.

August 30, 1919

THE PACKERS' REFRIGERATOR CARS.

(Continued from page 19)

operation should be continued under such rules and regulations as will insure their efficient handling without discrimination against any shipper or particular description of traffic.

"The system of the use and supply of private cars that now exists cannot be at once and radically changed without serious consequences to shippers, carriers and the public."

"There are admittedly too few refrigerator cars. Greater mileage of packer cars was possible because a load was waiting for every car 365 days a year.

"Spread the use of the packer-owned cars among shippers over the entire country, and mileage will be reduced, with a consequent increase in cost of meat foods, or a necessary reduction in live animal prices. It would seem that if a real solution is sought, it might be found by some agency building enough additional cars to meet the deficiency.

"The packer cannot buy more animals than he can market as meat. If cars are not available his purchasing power is lessened.

"If railroads or the government should plan to ice the cars at the start, such cars probably could not be loaded the same day, because of delays in switching; thus there would be a waste of ice and time, and it still would be necessary to ice again at the point of loading.

"Government operation of the railroads has not been such as to warrant the public's looking with very great equanimity on the suggestion that its food be handled by the same or a similar agency."

Federal Trade Commission Report

The Federal Trade Commission announced that the complete report would be ready for distribution within two weeks. As customary, it issued from its publicity bureau a "story" for the newspaper summarizing this report.

"The most important types of private cars considered," says the Commission's letter of transmittal to the President, "are the brine tank refrigerator car equipped for the transportation of dressed meat carcasses, and the ventilator refrigerator car suitable for packing house products and for vegetables and fruits. The three principal classes of owners are the packers, the railroads, and private car companies leasing their equipment to shippers and railroads. Following are extracts from the report as given out by the Commission:

Alleged Control of the Meat Industry

"The refrigerator car made practicable a more extensive and economical use of food products. For fruits and vegetables it encouraged the development of production in regions especially fitted thereto by soil, climate and season of growth. In the meat industry it facilitated the concentration of slaughter by making practicable the long-distance shipment of fresh meat, in place of the shipment of live cattle to the localities of consumption. It has also tended to the curtailment of the local slaughter of meat animals.

"The present country-wide system of distribution by the five big packers through their branch houses and peddler car routes is built around the principle of refrigeration and has grown up, historically, from their control of refrigerator car lines in conjunction with the various pools and combinations maintained almost continuously for more than 35 years.

"Extensive ownership of brine tank refrigerator cars by the five big packers is a principal factor in their control of the meat industry. On December 31, 1917, they owned 15,454 brine tank cars, adapted to the shipment of fresh beef and carcass meats, which is over 90 per cent of the total equipment of this type of car. Their ownership, until recently, of accessory facilities such as icing stations and platforms located advantageous-

ly in trunk line territory, strengthened their control over the industry.

"In turn, the volume of traffic of the five packers has enabled them to secure from the railroads advantages over competing shippers. Formerly in the shape of direct rebates, these advantages are now usually in expedited service to the big packer cars; in favorable mixing rules which include all their diversified products and even many articles not related to the packing industry; by allowances paid to some of the big packers by carriers for the performance of a part of the transportation service; by favorable arrangements and lease of stockyards by the railroads to some of the big packers, and by the sale to the railroads of bumping posts manufactured by a subsidiary of one of the Big Five packers.

"On the other hand, competitors of the big packers in meat and other food lines obtain no advantage from these concessions.

"The small independent packer's cars are misused and diverted, frequently being out of his service for extended periods, in several instances as long as six months.

"In 1917 cars of the Big Five packers and of their subsidiary companies maintained an average of 80.8 miles per car per day, while the average for the cars of their competitors, the independent packing companies, was only 54.5 miles.

In the Fruit and Vegetable Business

"The situation in the fruit and vegetable business differs from the packing industry in that in most cases cars are furnished, not by the shippers, but by the carriers or private car companies. The exclusive contract, by which a carrier agrees to use the cars of one company to the exclusion of all other equipment, has in some cases operated to the detriment of both producer and consumer. The stockholders of Armour & Co. own the Fruit Growers' Express (Inc.), with 5,660 ventilator refrigerator cars, which has exclusive contracts with seven railroads in the Southeast which carry the large majority of the perishable products from this section, by virtue of these contracts, and refrigerating fruits and vegetables from the more important growing districts there. The Fruit Growers' Express has failed to maintain its refrigerator car equipment in satisfactory condition, with the result that shippers have frequently suffered unnecessary impairment of their products. Yet, because of the exclusive contract, cars could not be obtained from other sources.

"In connection with the operation of the special facilities necessary for icing refrigerator cars, both before shipment and during transit, many inequalities have arisen in service and rates which demand correction and control. On July 31, 1918, the Interstate Commerce Commission decreed that the carrier should own and operate all icing stations and perform the service of refrigeration in transit. The packers are now disposing of their icing stations by sale to the carriers on whose lines they are situated. The Federal Trade Commission believes, however, that further legislation hereinafter recommended is necessary for adequate remedy.

"The live-stock cars are at present chiefly owned by the railroads and to no great extent by other companies, though Swift & Co. owns over 13 per cent of the supply of double-deck live-stock cars.

Figures on Operating Expenses and Revenues

"In this report extensive data are presented regarding the investment, operating expenses and revenues, of various classes of private car lines, and also specific data regarding the cost of icing and the charges made for refrigeration where it is furnished by the railroad company. An important fact to be noted in this connection is that there has been generally a decline in the rate of profits on investment for private car lines in recent years compared with earlier periods. For refrigerator car lines, in recent years the rate of profit has been generally low, especially for the smaller companies. The explanation of this fact is found chiefly

in a large increase in operating expenses, while the revenues remained on a fixed basis until 1918.

"Undoubtedly, the effect of this tendency has been to discourage independent meat packers from attempting to operate private car lines and in consequence to increase the hold of the large packers on the trade in meat products.

"It is to be noted that the private car accounts of the big packers on their face showed losses under the three-quarter cent mileage rate almost universally in effect up to October, 1917. A proper revision of the private car accounts of the big packers, however, shows an average profit on the investment of 6.8 per cent in 1912, 3.4 per cent in 1914, and 4.3 per cent in 1917. Therefore, the recent adjustments making mileage rates 1 cent per mile throughout the United States promise reasonable profit, though the packers urged that a rate of 1½ cents was necessary.

"The prompt and efficient handling of the traffic in meats and other perishable foods is of great public concern, and it is also important that all shippers should have equal and adequate service.

Recommendations Which Are Made

"In order, therefore, to correct the present inequalities of service and rates as well as to prevent the dangers of monopolistic advantages in the use of certain types of cars, the following recommendations are made:

"1. That the Government acquire all cars used for the transportation of meat animals and that such ownership and operation be declared a Government monopoly, or that such cars be owned and operated by the railroads under Government license regulation.

"2. That the Government acquire all refrigerator cars and all necessary equipment for their proper operation and that such ownership and operation be declared a Government monopoly; or that such cars and equipment be owned and operated by the railroads under Government license regulation.

"These recommendations contemplate the acquisition and operation not only of the live-stock cars and refrigerator cars, but also of all necessary facilities for their operation, such as car shops for their construction and repair, feeding and watering facilities for live stock in transit, precooling equipment for refrigerator cars and icing stations for the refrigeration of perishables in transit, ice-manufacturing plants and natural ice-producing privileges connected therewith or necessary thereto, together with such other facilities as may be needed to secure the efficient transportation of meat animals and perishable food products.

"The execution of these recommendations would give to the small packer, especially, facilities which he generally lacks at the present time and for which he is frequently not able to provide either because his requirements are not large enough to justify the investment or because he is not financially strong enough to procure the necessary equipment. Assurance of an equitable allotment of cars would make him a stronger competitor of the big companies.

"In the fruit and vegetable trade, also, considerable advantage, both to producer and consumer should follow this legislation.

"Further, provided all this equipment is put in the hands of the Government, the disposition of the entire supply of refrigerator and live-stock cars would be under unified direction, and there would be opportunity for reasonable economies in utilization and in expense of operation.

"It is worth suggesting that as an incident of the administration of refrigerator cars under this system a single combined rate might be established to apply to each kind of transportation service, and thus do away with separate charges for freight, refrigeration and icing. This would simplify not only rate and service accounting, but also the shipper's marketing, for he would know his charges before making shipment and would be able to quote delivered prices."

FOR PURCHASING DEPARTMENTS

ATOMIZING AND SPRAY NOZZLES.

The Star Brass Works, Chicago, has just issued a twenty-four page bulletin No. 5 covering atomizing and spray nozzles for special applications. This literature deals with the application of spray nozzles for all industrial purposes, also engineering data involved in same. A copy may be had free upon request.

NEW OIL PLANT AT CHICAGO

The National Oil Treating Company, a firm affiliated with the National Oxygen Company, has made final arrangements to install a complete vegetable oil refining plant, having a daily capacity of 10,000 gallons of oil per day. The entire oil refining equipment will be furnished by The Brecht Company, St. Louis, Missouri.

MARKETING HOGS BY MOTOR TRUCK

"Shipping hogs to market via motor trucks not only saves delivery time, but the saving in weight more than pays all the costs of operating the trucks," says G. C. Frey, of the Kissel Motor Car Company. "A certain stockraiser recently figured that it cost him nearly double to have to feed a hog up to the required weight after arriving at the stockyards. Recently he purchased a truck and found that his hogs arrived at the stockyards in the same condition and with the same weight as when they left the farm, thus saving more than the cost of the entire operation of the truck, including driver's wages, depreciation, wear and tear on tires, cost of gasoline, oil, etc."

NEW OIL HARDENING APPARATUS.

(Continued from page 19b)

Much study and experience has been applied to the economical arranging of the units, the result being that two low-salaried men can satisfactorily operate a plant of capacity up to twenty tons per day. These plants are made in any capacity from one-half ton to forty tons of hardened oil per day. Larger plants can be made, of course. A set of directions which come with the plant enable the purchaser to install it with his own men. If desirable, experts will be furnished by The Brecht Company to act as erecting engineers.

This Brecht oil hardening plant is equipped with a simple apparatus for the preparation of the catalyst used in oil hardening, or this material, standardized and guaranteed, can be obtained from the makers of the plant at a very reasonable price. This catalyst can be used over and over, and its activity remains constant. Since only a small amount of this material is lost mechanically during a run of the Brecht plant (about one pound) the cost of production on this score is nothing.

Products Possible with New Plant.

The new oil hardening plant is especially adapted to the manufacture of mixed and purely vegetable lard substitutes, nut margarines and butter products of various kinds. Besides these, a hard fat from almost any kind of oil can be prepared, and from the best oils a melting point of as high as 62 degrees C. is easily secured. Other products of a waxy nature used in the manufacture of

phonograph records and electrical insulators are made, as are lubricants and many other materials.

The plant is also adapted to the treating of various substances like cocoanut oil with a view toward decreasing the tendency to rancidity.

License to operate these new plants can be secured either from The Brecht Company or the Hydrogenated Oil Company. Along with this license goes formulae for the manufacture of any product or products, complete directions for operation of the plant, and consulting privileges for a reasonable time, which insures that no insuperable difficulties will be encountered.

Field for the New Apparatus.

The simplicity of the plant brings the initial investment down to a level where the firm with limited capital can participate in this new field. It is destined to enjoy great favor with packers and wide-awake business men who wish to engage in the very profitable business of manufacturing hard fats, lard substitutes, nut-margarines and other products from cotton oil, peanut oil, cocoanut oil, palm oil, palm kernel oil, fish oil and so on. When the trade fully realizes the commercial and economic possibilities of the new oil hardening plant, it is likely to be universally adopted.

The men who have carried on the research necessary for the development of this process, and those who have put the apparatus on a standard basis, deserve an expression of gratitude, for they have rendered a tremendous service to mankind. A cheaper, more satisfactory and hygienic solid semi-solid fat means an improved living for millions.

HOW FAR WILL MOTOR TRUCK RUN?

How long should a motor truck last?

In the light of present-day motor truck development, that question, pertinent as it always has been and always will be to the truck owner and prospective owner, must be revised to read: "How far will a good truck run?" Due to differences in the needs of business, it is possible for one truck to travel six or eight or ten times as far as another in the same time, although both operate efficiently.

As the result of an extensive survey conducted by the White Company to determine truck longevity, they say that in all kinds of service and under all sorts of conditions White trucks are demonstrating that the total of a truck's service must be gauged not in age, but in mileage. So many Whites have covered more than 100,000 miles each, for instance, that that mileage, once considered a remarkable achievement, has become a commonplace performance.

In some instances White trucks have so far exceeded 100,000 miles—and kept right on running—that their records border on the spectacular. For instance, a White, equipped with a passenger-carrying body and owned by Alexander & Walling, of Fresno, Cal., has traveled 500,000 miles. This mileage was made, of course, in a service calling for daily runs longer than are required of trucks in ordinary service; and it is to ordinary service that the greater interest attaches.

At random, from an extensive list of White trucks that are known to have covered more than 100,000 miles, there have been selected the following specific instances of trucks in ordinary service.

Two White trucks owned by Armour & Company and in service in Spokane, Wash., have traveled more than 100,000 miles each. A White truck owned by the East Ohio Gas Company, of Cleveland, Ohio, has covered more than 100,000 miles; another owned by the Los Angeles Gas & Electric Corporation, of Los Angeles, Cal., has gone 131,728 miles; and another owned by the Tri-State Telephone and Telegraph Company, of St. Paul, Minn., has topped 200,000 miles.

In the strenuous service of newspaper publishing companies, Whites have rolled up goodly mileage. The Memphis News-Scimitar, of Memphis, Tenn., and the St. Paul Daily News, of St. Paul, Minn., each own a White truck that has passed the 100,000-mile mark; and another owned by the Montreal Gazette, of Montreal, Que., has 140,000 miles to its credit.

Laundry delivery service, with its many stops and starts, may be considered as well calculated to test the stamina and the endurance of any truck. A White truck has covered more than 300,000 miles for Wouters' Laundry, Chicago. Another owned by the Westfield Laundry, of Westfield, Mass., has run 200,000 miles. The Waltham Laundry, of Waltham, Mass., owns two Whites that have covered more than 100,000 miles each.

One-truck, or even two-truck installations, with mileages over 100,000 might appear sopradic, were it not for the fact that they intersperse installations of Whites in which whole fleets have similar records.

Three White trucks owned by the Telling-Belle-Vernon Company, of Cleveland, manufacturers of ice cream, have run over 100,000 miles each. Bullock's Department Store, in Los Angeles, Cal., owns five Whites that have gone over 100,000 miles each. The Emerick Bus Line Company, of Bellefont, Pa., and Madary's Planing Mill of Fresno, Cal., each have six-unit White fleets with mileages of 120,000 to 150,000 miles for each truck. Seven White trucks owned by Sterling & Welch, Cleveland furniture dealers, have mileage records ranging from 101,250 to 139,250.

It is to be remembered that the instances herein cited are simply typical cases, selected from among many. There has been no effort here even to indicate the variety of lines of service in which White trucks are attaining big mileages. As a matter of actual record, White trucks are known to have exceeded 100,000 miles in services that take in 49 lines of business.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, August 29, 1919.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 39@41c.; green hams, 8@10 lbs. ave., 35½c.; 10@12 lbs. ave., 35c.; 12@14 lbs. ave., 35c.; 18@20 lbs. ave., 35c.; green clear bellies, 8@10 lbs. ave., 36c.; 10@12 lbs. ave., 36c.; 12@14 lbs. ave., 35c.; green rib bellies, 10@12 lbs. ave., 34½c.; 12@14 lbs. ave., 34c.; S. P. clear bellies, 6@8 lbs. ave., 32c.; 8@10 lbs. ave., 32c.; 10@12 lbs. ave., 32c.; 12@14 lbs. ave., 31c.; S. P. rib bellies, 10@12 lbs. ave., 30c.; 12@14 lbs. ave., 30c.; S. P. hams, 8@10 lbs. ave., 35½c.; 10@12 lbs. ave., 35c.; 18@20 lbs. ave., 35½c.; city steam lard, 28@28½c.; city dressed hogs, 34¾c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 34@35c.; 10@12 lbs. ave., 33@34c.; 12@14 lbs. ave., 32@33c.; 14@16 lbs. ave., 31@32c.; skinned shoulders, 24@25c.; boneless butts, 31@32c.; Boston Butts, 26@27c.; lean trimmings, 22@23c.; regular trimmings, 21c.; spareribs, 16c.; neck ribs, 5c.; kidneys, 6c.; tails, 10c.; snouts, 7c.; livers, 2c.; pig tongues, 27c.

Chicago Section

Takes a coon to say it right—"Yessah, Boss! Ah'm de-loused, de-mobilized an' delighted!"

Board of Trade memberships are selling at \$9,000 net to the buyer. Close to the ten thousand mark, huh?

The first time a man marries, he volunteers; the second time, he's drafted; and the third time he's roped and hog-tied!

R. H. Frisby, of the Associated Packing Company, Des Moines, Iowa, writes: "The company is forging ahead with its new plant," full particulars of which will appear in an early issue.

Roy L. Neely, the popular casing expert and broker, has added to his business a provision department, with S. N. Greding as manager thereof, who needs no introduction to the trade, being well and favorably known thereto.

Burns once spilled something like this, as nearly as we can remember:

"Oh, wad some pow'r the giftie gie us,
To see oorsels as ithers see us,
It wad frae mony an error free us
And fillish notion."

George Wallingford Beman, for many years in the provision and packing house products trade, has opened an office in the Postal Telegraph Building. Associated with him is Wm.

DASHEW & BARNETT
Counselors At Law
15 Park Row New York
Leon Dashew Ralph Barnett

References:

Armour & Company
The Cudahy Packing Co.
Austin, Nichols & Co.
New York Butchers Dressed Meat Co.

Joseph Stern & Sons, Inc.
Manhattan Veal & Mutton Co.
United Dressed Beef Co.

THE STADLER ENGINEERING CO.

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towards lower levels. Doubtless this will take place. Is it, however, likely that radical reductions will take place immediately? As far as pork product is concerned, every pound of it has been cut from high-priced hogs, and there is no way that I know of by which cheap meat can be made from dear hogs. While I cannot see anything in the situation to warrant speculative purchases, I do feel that the man who has a meat trade and wishes to hold it should do four things: (1) Buy conservatively, but buy all that his trade requires; (2) use good judgment, buying when the market looks weak; (3) be satisfied with moderate profits and keep product moving; (4) stay in business, even if profits are small. In conclusion, let each one of us—packer, grocer, jobber, broker, retailer, consumer—keep cool and avoid wild, unconsidered statements."

LIVESTOCK EXCHANGES IN DISPUTE.

The Omaha and Kansas City livestock exchanges have got themselves into a dispute on the matter of freight rates to their respective markets. Their conflicting contentions have been placed before the Interstate Commerce Commission in the form of a petition for re-hearing filed by the Omaha exchange, in the complaints of the Kansas City and South St. Joseph livestock exchanges against the Burlington R. R. The Kansas City exchange has filed an argument against a re-opening.

Omaha asks for a reopening of the case on the ground that if the Commission's orders are allowed to stand, the whole Omaha-Kansas City-St. Joseph rate fabric will be

The Independent Packing Co.

41st & Halsted Sts., Chicago, Ill.

Beef, Veal, Mutton and Pork,

Finest and Select Brand

**HAMS AND BACON,
SAUSAGE SPECIALTIES,
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WILLIAM H. KNEHANS, Chief Engineer
ABATTOIR PACKING AND COLD STORAGE PLANTS
Manhattan Building, Chicago, Ill.

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THAS A FACK-BRACK an MACK

THE UNION INSULATING CO. Great Northern Building CHICAGO

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"EVERY OUNCE ENERGIZES"

NH₃

Used by most of the leading packers throughout the United States.

SUPREME means pure, dry, highest quality anhydrous ammonia.

Less power and less coal = less expense.

Better refrigeration and more satisfaction = greater efficiency.

MURKIN & COMPANY

Chicago, Union Stock Yards

BONE CRUSHERS



WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

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torn asunder. If the Burlington alone were affected, the Omaha exchange asserts, the matter might not be so serious. But the rates on that line, ordered by the Commission, will influence other lines, by reason of cross-country competition, that the lines serving Omaha and St. Joseph, to keep drovers driving cattle cross country to Burlington stations, will have to make rate adjustments.

The Omaha theory is that because the rates

to Kansas City, ordered by the Commission, will be almost five cents per car-mile less than rates to Omaha, Kansas City buyers of livestock will get a better offering of animals. The Omaha exchange asserted that the Commission acted on incomplete information.

Kansas City retorted that the time to have suggested that the Commission was proposing to act on incomplete information was

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Members of the American Meat Packers' Association

CHICAGO PACKING COMPANY

Beef and Pork Packers

Boneless Beef Cuts
Sausage Materials
Commission Slaughterers
U. S. GOVERNMENT INSPECTION
Correspondence Solicited

UNION STOCK YARDS
CHICAGO

when the examiner made a tentative report, and that inasmuch as it said nothing then, it should not say anything on that point now.

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Aug. 18....	18,851	3,245	20,399	28,185
Tuesday, Aug. 19....	12,201	2,896	13,139	19,343
Wednesday, Aug. 20....	9,847	2,217	9,897	26,331
Thursday, Aug. 21....	8,535	3,531	12,069	25,476
Friday, Aug. 22....	4,823	2,465	7,871	19,490
Saturday, Aug. 23....	3,142	414	3,854	4,593
Total last week....	57,399	14,768	67,829	123,418
Previous week....	61,561	8,670	101,475	117,011
Year ago.....	55,910	6,479	92,821	111,628
Two years ago....	59,085	8,341	66,106	57,153

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Aug. 18....	3,268	382	4,249	2,142
Tuesday, Aug. 19....	3,397	217	1,789	5,190
Wednesday, Aug. 20....	3,411	139	3,642	4,570
Thursday, Aug. 21....	4,355	340	1,785	5,072
Friday, Aug. 22....	2,294	572	1,360	5,632
Saturday, Aug. 23....	99	70	1,710	2,575
Total last week....	16,824	1,720	14,535	26,301
Previous week....	12,190	991	11,756	39,474
Year ago.....	15,404	393	10,420	33,916
Two years ago....	12,643	526	7,947	15,017

TOTAL RECEIPTS FOR YEAR TO AUG. 23.

1919. 1918.

	Cattle.	Calves.	Hogs.	Sheep.
This week	2,007,616	2,149,225		
Calves	481,273	474,262		
Hogs	5,732,202	5,585,220		
Sheep	2,688,368	2,191,210		

Combined receipts of hogs at eleven points:

	Cattle.	Calves.	Hogs.	Sheep.
This week	312,000			
Previous week	351,000			
Cor. week, 1918.....	354,000			
Cor. week, 1917.....	278,000			
Cor. week, 1916.....	409,000			
Cor. week, 1915.....	351,000			
Cor. week, 1914.....	379,000			
Total year to date.....	21,262,000			
Same period, 1918.....	20,252,000			
Same period, 1917.....	17,920,000			
Same period, 1916.....	19,287,000			
Same period, 1915.....	17,561,000			
Same period, 1914.....	15,108,000			

Combined receipts at seven points for week ending Aug. 23, 1919, with comparisons:

	Cattle.	Hogs.	Sheep.
This week	282,000	237,000	465,000
Previous week	232,000	272,000	392,000
1918	212,000	292,000	320,000
1917	257,000	207,000	166,000
1916	241,000	311,000	269,000
1915	168,000	259,000	250,000
1914	156,000	299,000	339,000

TOTALS FOR YEAR WITH COMPARISONS.

	Cattle.	Hogs.	Sheep.
1910	6,492,000	17,671,000	7,050,000
1918	6,980,000	16,538,000	5,604,000
1917	5,867,000	14,761,000	5,391,000
1916	4,847,000	15,919,000	6,175,000
1915	4,179,000	13,434,000	5,863,000

CHICAGO PACKERS' HOG SLAUGHTER.

	Cattle.	Hogs.	Sheep.
Armour & Co.....	8,200		
Anglo-American.....	3,100		
Swift & Co.....	6,500		
Hammond Co.....	5,300		
Morris & Co.....	6,400		
Wilson & Co.....	6,400		
Boyd-Lunham.....	2,300		
Western Packing Co.....	4,200		
Roberts & Onke.....	2,200		
Miller & Hart.....	2,700		
Independent Packing Co.....	2,800		
Brennan Packing Co.....	3,400		
Others	8,300		
Totals	61,700		
Previous week	87,200		
Year ago	84,300		

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week	\$15.95	\$19.50	\$10.25	\$17.35
Previous week	17.30	21.25	10.00	17.05
Cor. week, 1918.....	15.00	19.65	12.75	17.75
Cor. week, 1917.....	12.60	18.20	9.90	16.25
Cor. week, 1916.....	9.25	10.70	7.25	10.50
Cor. week, 1915.....	8.00	7.05	5.85	9.00
Cor. week, 1914.....	9.20	9.00	5.30	7.05
Cor. week, 1913.....	8.40	8.20	4.40	7.80
Cor. week, 1912.....	8.05	8.48	3.90	6.85
Cor. week, 1911.....	7.00	7.25	3.55	6.00

THE NATIONAL PROVISIONER

August 30, 1919

	CATTLE.		
Prime steers	\$17.50@18.50		
Good to choice steers.....	14.50@17.50		
Medium to good steers.....	12.00@14.50		
Plain to medium steers.....	11.00@13.00		
Yearlings, fair to choice.....	12.50@19.00		
Stockers and feeders.....	9.00@12.00		
Good to prime cows.....	10.00@13.50		
Fair to prime heifers.....	12.00@16.00		
Fair to good cows.....	7.50@11.50		
Cutters	6.00@ 6.75		
Bologna bulls	8.00@ 8.75		
Butcher bulls	10.00@13.00		
Veal calves	10.00@20.25		

	FRIDAY, AUGUST 29, 1919.			
PORK—(Per bbl.)—				
September	39.75	41.25	39.75	41.25
October	37.25	38.50	37.25	38.25
LARD—(Per 100 lbs.)—				
September	27.15	27.75	27.10	27.62
October	27.02	27.65	26.90	27.55
RIBS—(Boxed, 25c. more than loose)—				
September	21.10	22.15	21.10	21.97
October	21.50	22.25	21.40	22.07

†Bid. \$Asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

	Beef.			
Native Rib Roast	35	45		
Native Sirloin Steaks	40	50		
Native Porterhouse Steaks	50	60		
Native Pot Roasts	28	35		
Rib Roasts from light cattle	25	30		
Beef Stew	18	26		
Boneless Corned Briskets, Native	28	32		
Corned Rump, Native	20	28		
Corned Flanks	20	22		
Round Steaks	30	38		
Round Roasts	28	35		
Shoulder Roasts	28	30		
Shoulder Neck End, Trimmed	22	25		

Lamb.

	Lamb.			
Hind Quarters, fancy .....	.35	.40		
Fore Quarters, fancy .....	.28	.32		
Legs, fancy .....	.35	.40		
Stew .....	.20	.25		
Chops, shoulder, per lb. ....	.35	.38		
Chops, rib and loin per lb. ....	.45	.50		
Chops, French, each .....	.15	.20		

Mutton.

	Mutton.			
Legs .....	.25	.28		
Stew .....	.16	.20		
Shoulders .....	.25	.28		
Shoulders Steaks .....	.24	.25		
Hind Quarters .....	.25	.28		
Fore Quarters .....	.18	.22		
Rib and Loin Chops .....	.30	.35		
Leaf Lard .....	.25	.28		

Pork.

	Pork.			
Pork Loins .....	.38	.40		
Pork Chops .....	.42	.45		
Pork Shoulders .....	.28	.30		
Pork Tenderloins .....	.55	.60		
Pork Butts .....	.35	.38		
Spare Ribs .....	.20	.22		
Hocks .....	.20	.22		
Pigs' Heads .....	.18	.20		
Leaf Lard .....	.40	.42		

Veal.

	Veal.			
Hind Quarters .....	.25	.32		
Fore Quarters .....	.17	.20		
Legs .....	.30	.35		
Breasts .....	.25	.28		
Shoulders .....	.23	.28		
Cutlets .....	.45	.48		
Rib and Loin Chops .....	.35	.40		

Butchers' Offal.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers.....	23 1/2 @ 24 1/2
Good native steers.....	23 @ 24
Native steers, medium.....	22 @ 23
Heifers, good.....	16 @ 18
Cows.....	12 @ 17
Hind Quarters, choice.....	18 @ 21
Fore Quarters, choice.....	17 @ 21

Beef Cuts.

Beef Tenderloins, No. 1.....	@60
Beef Tenderloins, No. 2.....	@53
Steer Loins, No. 1.....	@42
Steer Loins, No. 2.....	@36
Steer Short Loins, No. 1.....	@50
Steer Short Loins, No. 2.....	@43
Steer Loin Ends (hips).....	@33
Steer Loin Ends, No. 2.....	@32
Cow Short Loins.....	@30
Cow Loin Ends (hips).....	@26
Cow Loins.....	@18
Strip Loins, No. 3.....	@20
Steer Ribs, No. 1.....	@34
Steer Ribs, No. 2.....	@20
Riblets.....	@14
Steer Rounds, No. 1.....	@25
Steer Rounds, No. 2.....	@24
Cow Rounds.....	@15
Flank Steak.....	@26
Bump Butts.....	@20
Steer Chucks, No. 1.....	@17
Steer Chucks, No. 2.....	@16
Cow Chucks.....	@17
Boneless Chucks.....	@16 1/2
Steer Plates.....	@15
Medium Plates.....	@15
Briskets, No. 1.....	@18
Briskets, No. 2.....	@18
Shoulder Clod.....	@20
Steer Naval Ends.....	@16
Cow Naval Ends.....	@9
Fore Shanks.....	@8
Hind Shanks.....	@7
Hanging Tenderloins.....	@15
Trimmings.....	@12

Beef Product.

Brains, per lb.....	9 @ 10
Hearts.....	8 @ 9
Tongues.....	20 @ 30
Sweetbreads.....	33 1/2 @ 36
Ox Tail, per lb.....	8 1/2 @ 10
Fresh tripe, plain.....	1 1/2 @ 1
Fresh tripe, H. C.....	1 1/2 @ 9
Livers.....	7 @ 8
Kidneys, per lb.....	4 1/2 @ 5

Veal.

Heavy Carcass.....	.17 @ 20
Light Carcass.....	.30 @ 31
Good Carcass.....	.28 1/2 @ 29 1/2
Good Saddles.....	.32 @ 33
Medium Racks.....	.22 @ 10
Good Racks.....	.19 @ 20

Veal Product.

Brains, each.....	9 1/2 @ 10 1/2
Sweetbreads.....	44 @ 48
Calf Livers.....	34 @ 38

Lamb.

Medium Lambs.....	@27
Round Dressed Lambs.....	@28
Saddles, Medium.....	@32
R. D. Lamb Fore.....	@25
Lamb Fore, Medium.....	@24
R. D. Lamb Saddles.....	@34
Lamb Fries, per lb.....	18 @ 20
Lamb Tongues, each.....	2 @ 4
Lamb Kidneys, per lb.....	25 @ 28

Mutton.

Medium Sheep.....	@16
Good Sheep.....	@18
Medium Saddles.....	@23
Good Saddles.....	@24
Good Fore.....	@16
Medium Racks.....	@15
Mutton Legs.....	@25
Mutton Loins.....	@25
Mutton Stew, each.....	@8
Sheep Tongues, each.....	@4
Sheep Heads, each.....	11 1/2 @ 12

Fresh Pork, Etc.

Dressed Hogs.....	@27
Pork Loins.....	@37
Leaf Lard.....	@34
Tenderloins.....	@53
Spare Ribs.....	@18
Butts.....	@32
Hocks.....	@18 1/2
Trimmings.....	@26
Extra Lean Trimmings.....	@27
Tails.....	@11
Snouts.....	@12
Pig's Feet.....	@8
Pig's Heads.....	@14
Blade Bones.....	@9
Cheek Meat.....	@16
Hog Livers, per lb.....	3 1/2 @ 4 1/2
Neck Bones.....	@7 1/2
Skinned Shoulders.....	@27
Pork Hearts.....	@10
Pork Kidneys, per lb.....	@8
Pork Tongues.....	@30
Slip Bones.....	@9
Tall Bones.....	@10
Brains.....	8 1/2 @ 10
Backfat.....	@32
Hams.....	@36 1/2
Calas.....	@25 1/2
Bellies.....	@35

THE NATIONAL PROVISIONER

SAUSAGE.

Columbia Cloth Bologna.....	@16
Bologna, large, long, round, in casings.....	@18
Choice Bologna.....	@18 1/2
Frankfurters.....	@24 1/2
Liver, with beef and pork.....	@24
Tongue and blood.....	@24
Mixed Sausage.....	@20 1/2
New England Style Luncheon Sausage.....	@24
Prepared Luncheon Sausage.....	@23 1/2
Special Compressed Sausage.....	@23
Liberty Luncheon Sausage (Berliner).....	@23
Oxford Lean Butts.....	@43
Polish Sausage.....	@20
Garlic Sausage.....	@18
Country Smoked Sausage.....	@21
Country Sausage, fresh.....	@30
Pork Sausage, bulk or link.....	@22
Pork Sausage, short link.....	@25
Boneless lean butts in casings.....	@2
Luncheon Roll.....	@21
Delicatessen Loaf.....	@21 1/2
Jellied Roll.....	@6

Summer Sausage.

D'Arles, new goods.....	@2
Beef casing salami.....	@45
Italian salami (new goods).....	@52
Holsteiner.....	@38
Mettwurst.....	@37
Farmer.....	@44
Cervelat, new.....	@—

Sausage in Brine.

Bologna, kits.....	@1.95
Pork, link, kits.....	3.20 @ 11.20
Pork, links, 1/4@1/2@1/4.....	4.20 @ 14.70
Polish sausage, kits.....	4.10 @ 14.35
Frankfurts, kits.....	4.20 @ 2.55
Frankfurts, 1/4@1/2@1/4.....	8.80 @ 13.30
Blood sausage, kits.....	2.70 @ 0.45
Blood sausage, 1/4@1/2@1/4.....	3.00 @ 10.50
Liver sausage, kits.....	1.50 @ 3.50
Liver sausage, 1/4@1/2@1/4.....	2.30 @ 10.85

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels.....	\$18.00
Pickled Plain Tripe, in 200-lb. barrels.....	19.00
Pickled H. C. Tripe, in 200-lb. barrels.....	21.00
Pickled Ox Lips, in 200-lb. barrels.....	—
Pickled Pork Snouts, in 200-lb. barrels.....	70.50

CANNED MEATS.

No. 1/2 No. 1 No. 2 No. 6	Per doz.
corned beef.....	\$8.75
Roast beef.....	7.25
Roast mutton.....	7.25
Sliced dried beef.....	\$1.70
Ox tongue, whole.....	18.75
Luncheon tongue.....	3.65
Corned beef hash.....	1.50
Roast beef hash.....	—
Hamburger steak with onions.....	1.50
Vienna style sausage.....	1.25
Luncheon sausage.....	1.25
Breakfast sausage.....	—
Veal loaf, med. size.....	2.25

EXTRACT OF BEEF.

2-oz. jars, 1 doz. in case.....	33.50
4-oz. jars, 1 doz. in case.....	6.75
8-oz. jars, 1/2 doz. in case.....	12.00
16-oz. jars, 1/2 doz. in case.....	21.00

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels.....	@39.00
Plate Beef.....	@37.00
Prime Mess Beef.....	@39.00
Mess Beef.....	@37.00
Beef Ham (220 lbs. to bbl.).....	—
Rump Butts.....	6.37.00
Mess Pork.....	6.37.00
Clear Fat Backs.....	6.53.00
Family Back Pork.....	6.57.00
Bean Pork.....	@33.00

LARD.

Pure lard, kettle rendered, per lb., tcs.....	@34 1/2
Pure lard.....	@33 1/2
Lard substitute, tcs.....	—
Lard compounds.....	—
Cooking oil, per gal., in barrels.....	@26 1/2
Cooks' and bakers' shortening tubs.....	@33 1/2
Barrels, 3/4 over tierces, half barrels, 1/4c. over tierces; tubs and pails, 10 to 80 lbs., 1/4c. to 1c. over tierces.....	—

BUTTERERIE.

1 to 6, natural color, solids, f. o. b. Chicago.....	@37
Cartons, rolls or prints, 1 lb.....	@38
Cartons, rolls or prints, 2@5 lbs.....	@37 1/2
Shortenings, 30@60 lbs. tubs, tubs.....	@33
Nut margarine, prints, 1 lb.....	@30

DRY SALT MEATS.

(Boxed. Loose are 1/4c. less.)	—
Clear Bellies, 14@16 avg.....	@31.50
Clear Bellies, 18@20 avg.....	@31.00
Rib Bellies, 20@25 avg.....	@30.25
Fat Backs, 10@12 avg.....	@30.25
Fat Backs, 12@14 avg.....	@31.00
Fat Backs, 14@16 avg.....	@31.50
Extra Short Clears.....	@31.50
Extra Short Ribs.....	@30.25
Butts.....	@27.50

WHOLESALE SMOKED MEATS.

Skinned Hams.....	@38%
Calas, 4@6 lbs., avg.....	@27
Calas, 6@12 lbs., avg.....	@25 1/2
New York Shoudlers, \$8@12 lbs., avg.....	@29
Breakfast Bacon, fancy.....	@49%
Breakfast Sausages.....	@45%
Wide, 12@14 avg., and strip, 6@7 avg.....	@35%
Wide, 6 avg., and strip, 3@4 avg.....	@38%

Rib Bacon, wide, 8@12 avg., and strip, 4@8

avg.....	@34
Dried Beef Inside.....	@49%
Dried Beef Knuckles.....	@43%
Dried Beef Outside.....	@57%
Skinned Boiled Hams.....	@57%
Regular Boiled Hams.....	@56%
Boiled Calas.....	@39
Cooked Loin Rolls.....	@60
Cooked Rolled Shoulder.....	@42

Retail Section

PACKER EXPLAINS RETAILER'S SIDE.

Eugene Laskowitz, manager of the Vandeventer branch of Morris and Company in St. Louis, Mo., proposed a solution for the high costs of meat in a statement, objecting to an article in a St. Louis newspaper, which asserted that packers bought meat for 6 cents a pound and sold it for 13 cents dressed. The statement was as follows:

"If the average housewife was not too lazy to cook something other than frying a small steak, it would lower the cost of the better cuts. A piece of chuck or plate meat out of fancy beef is just as good if properly prepared as any cut of porterhouse or round.

"We are today selling cattle for 13 cents dressed that cost over 9 cents alive. The fancy grades of beef are so wasteful on account of so much fat, and the same amount of bone that is in common beef, and the waste is sold at the same price, whether from fancy or common beef. Rounds of beef are being sold today at from 10 to 27 cents a pound at the plant of Morris and Company. Naturally, there would be a wide range in retail prices. In nine cases out of ten where retailers are selling rounds for less than competitors, it is of inferior quality. Common quality is being sold to retailers as cheap today as any time in the last eight years. On the contrary, we are paying more today for fancy cattle than ever before.

"The retailer that handles a fancy grade of beef has to get a big price for it, especially on fancy grades of steaks. The spread in prices from common to fancy beef is the largest it has ever been. At the high price of cattle and trying to satisfy the retailers in breaking up beef to meet their trade, the packers are not getting their money back on the good trade.

"The trade demand is for good beef which has to be sold at high prices to take care of the waste. The dealer that handles fancy round steaks should get more than twice as much as the dealer handling common beef and on porterhouse, he should get about three times as much.

"Rank injustice was done to a certain retailer the other day by accusing him of profiteering when he charged 28 cents for round steak out of a hind quarter that cost him only 15 cents a pound. A retailer is compelled to get practically double the price he paid for it after he cuts it into steaks. Fully one-fourth of the round is a dead loss to him."

TO CHANGE FROM CREDIT TO CASH.

By Robert Falconer.

(Concluded from last week.)

Where the hitch comes, however, is changing to the cash basis. This requires a great deal of courage. In fact, in some cases it may be cheaper to sell out or close out the business and start over again. A location which may prove satisfactory for a credit business may not prove as good for a cash basis. The cash store should be in an easily reached center where people from all parts of the city can easily reach it by trolley car without making more than one transfer. It must be borne in mind that a goodly proportion of the customers will want to inspect their purchases before paying for them, and that especially during the early history of the cash store more people will be likely to visit the store than would do so if most of the business was on a credit basis.

It is for this reason that in some cases it may be more profitable to close out the

present business and start all over again. This does not mean that the neighborhood store cannot successfully adopt the cash basis. What it does mean is that the greatest possible growth is dependent upon a central location and that the time to make a change of location is when the basis of doing business is being changed from credit to cash.

Another advantage of starting over again when changing the basis of doing business is that it will not be necessary to cut off the credit of any old customers. Having already closed out the old business and started a new one on a different basis, their credit has automatically been cut off, and less firmness and courage is required and less ill will caused than would be the case if the basis was arbitrarily changed at the old stand, and no other feature of the business was changed.

Another Way to Make the Change.

Another way of making the change and doing so gradually is to establish a new store in the desired location while still running the old store. In the new store, where all sales are made for cash, the selling prices will have to be lower than in the credit store. This fact should be advertised, and all the old credit customers invited to take advantage of the cash store and its lower prices. By skilful work it will be possible to transfer practically all of the old customers to the cash basis, and then either both stores can be operated on the cash basis or the old one closed out.

On the whole this is possibly the most satisfactory way to change from one basis to another. It makes the transition easily and with no sudden shocks. It also makes it possible to retain all the old trade, provided skill is used in handling the situation.

There is one point, however, that must always be borne in mind. Before any attempt is made to change from one basis to another a good reason must be worked out which will seem perfectly plausible to the public, and this reason must be advertised and explained to present and prospective customers in such a way that everyone can see that it is to his advantage as much as to the advantage of the butcher shop to have this change take place.

Must Be Advertised In Advance.

The third way of making the change is to just make it. Where this is done the change will have to be made at a certain date, probably on the first of the month. For a month or more in advance it will be necessary to advertise that the change will be made. It may be necessary for the proprietor himself to visit a number of the best credit customers and explain the new plan and why the change is to be made.

One thing that is very essential to success is to make the store a strictly cash butcher shop on the date advertised. If the least credit is extended to any customer failure is sure to follow. Even a few days of credit extended to a single customer is likely to leak out and be followed by more demands

for credit, until the store is back on the old credit basis again.

It is in this way that many a butcher has failed to make a success of the cash basis. When changing to the cash basis it will usually be necessary to mark down the prices a certain percentage. The average butcher can afford to do this, especially if he has been able to sell the cash idea to his best credit customers, and has persuaded them to make cash deposits.

The real secret of success in operating a cash store lies in keeping it strictly cash. The first few months will prove the hardest. It will be during these first few months that people will test the good intentions of the butcher. If he gives way and extends credit all is lost. If he stands firm for cash in advance, or with the sale, sooner or later all will come to recognize his establishment as strictly cash, and all will go well.

LOCAL AND PERSONAL.

The butcher shop of Morris Heckel, 2048 Richmond Street, Philadelphia, has been badly damaged by fire.

A petition in bankruptcy has been filed by Mendel Berman, a butcher at 345 East Fifth Street, New York, N. Y.

B. Sotman has opened a meat and grocery market at the corner of Rumford Avenue and Waldo Street, Rumford, Maine.

Victor H. Rinck, proprietor of a chain of meat markets in Philadelphia, Pa., died at his home, 810 Northeast Boulevard, Philadelphia, after a long illness.

The Atlanta (Ga.) Retail Grocers' & Butchers' Association held their annual picnic at Lakewood, on August 20th.

The new municipal market in Zanesville, Ohio, will be opened the first week in September.

Anton Moentenich, a butcher at 3708 North Avenue, Milwaukee, Wis., has filed a petition in bankruptcy.

Mrs. Marion McKenzie has purchased the meat and grocery market at 152 East Dwight Street, Holyoke, Mass.

The Butchers' and Grocers' Association of Fall River, Mass., held their annual picnic on August 20th at Crescent Park.

Henry Irish, who conducted a meat and grocery market in Gowanda, N. Y., for eighteen years, has sold his business to the S. M. Flickinger Stores Company, which operates a chain of markets.

Brooklyn Retail Butchers' Corporation, Brooklyn, N. Y., has been incorporated with a capital stock of \$500,000 by Charles Grismer, Albert Rosen, Nathan Strauss, 619 Pacific Street, Brooklyn, N. Y.

Magoon Brothers' Market at Lawrence, Mass., has been purchased by Miss Annie Bowlby and her brother, Hartley S. Bowlby.

The sixth annual picnic of the Grocers' & Butchers' Association of Peoria, Ill., was held at Walnut Grove on August 20th.

Edward Blomgren and Knut Salander have taken over the meat and grocery business of the Shepard Market Co., Main Street, Campello, Mass.

Gould Brothers, of Ceresco, have purchased the meat market in Geneva, Nebr., formerly conducted by Fred Spadt.

J. G. Mock of Laingsburg, Mich., has retired from the retail meat business.

Lindberg-Thompson Company, Superior, Wis., has been incorporated with a capital stock of \$25,000 by Charles Lindberg, N. B. Thompson and G. E. Dietrick, to deal in groceries and meats at retail.

A. Dilman bought a meat business in Edison, Nebr.

H. B. Richardson and E. B. Lytle opened a meat market at Lewiston, Nebr.

John Bonus opened a meat market at Carson, No. Dak.

A. L. Harper bought a meat market at Melville, No. Dak.

Elmer Kaner sold his interest in the Kaner Widdes Meat Market, Rice Lake, Wis., to his partner, H. Widdes.

Fire has destroyed the Valley Meat Market, St. Ignatius, Mont., with other business houses.

R. H. Claypool has opened his market at N124 Wall Street, Spokane, Wash.

George Burkhardt has purchased the interest of his partner, A. A. Flesher, in the Emmett Meat Co., Emmett, Ida.

W. D. Sales has sold his interest in the Gem State Packing Co., Gooding, Ida., to T. Y. Kassemeyer.

J. Landon has purchased an interest in the Firth Meat Market, Firth, Ida.

George Carr and Willard Strouse have formed a partnership and engaged in the meat business at Middleton, Mich.

Charles Wilcox has engaged in the meat business at Galesburg, Mich.

H. J. Jochum is arranging to open a butcher shop at Thedford, Neb.

A. Dilman, coming from Holdrege, has engaged in the meat business at Edison, Nebr.

H. C. Johnson has taken over the business of the New Meat Market, Scott City, Nebr.

Floyd Oliver and Carl and Ed Nelson have purchased the McPherson Meat Market, McPherson, Kan., from John Hoggett.

The Home Mercantile Co., is putting in a meat market at Hugoton, Kan., with Howard Hutton, of Lakin, in charge.

I. D. Franklin has engaged in the meat business at Burden, Kan.

Fred Ellison has sold his meat market to H. L. Pugh, at Hoxie, Kan.

H. M. Luebbe has purchased the meat department of the Home Supply Co., in Ralston, Nebr.

Huba & Hahler have engaged in the meat business at Sidney, Nebr.

O. G. Stoner has engaged in the meat business in Unadilla, Nebr.

H. B. Richardson and E. B. Lytle have opened in the meat business at Lewiston, Nebraska.

H. Edward Sutton has purchased a half interest in the Paris Meat Market, Paris, Ida., and assumed the management.

An addition is being built to the Central Meat Market building, Twin Falls, Ida.

Harry Hammerstadt has disposed of his meat market in Hinckley, Minn., to O. G. Dalen.

Wm. C. Boeck, a meat dealer at Hustisford, Wis., is reported missing.

Anton Moentenich, a meat dealer at 3708 North Avenue, Milwaukee, Wis., has filed a voluntary petition in bankruptcy with liabilities of \$939.

The meat and grocery market at the corner of William and Purdee Streets, Waterbury, Conn., formerly conducted by Joseph Rockosa, has been sold to Arthur Droehein.

Stanley Trottier and Nelson Croteau have opened a meat market in Winchendon, Mass.

Charles A. Leiby, has been made manager of the Penn Meat Market Co., Reading, Pa., which opened for business at the corner of Fourth and State Streets.

Arthur Ouimet, fifty-nine years old, died suddenly of heart failure in his shop at 1997 Seventh Avenue, New York, N. Y.

N. Santell has purchased the Star Meat Market in Farrall, Pa., formerly conducted by M. DeSilvio.

ST. LOUIS NOTES.

Alterations are under way at the meat market of Edward J. Wynne, at 2300 North Union Avenue, St. Louis, Mo.

Herman Finkel opened a new meat market last week at No. 5400 Natural Bridge Road, St. Louis, Mo. Alterations are under way at the new store.

George C. Dumfeld, formerly connected with the Branch Shops, Inc., of St. Louis, Mo., has engaged in business for himself on North Grand Avenue.

Alterations are under way at the meat market of Oscar Grubb at 2034 Euclid Avenue, St. Louis, Mo. New refrigerating equipment is being installed and new store fixtures have been purchased.

Leo Hart, brother of Frank J. Hart, of the St. Louis branch of the Canada Casing Company, died at his home in St. Louis last week. Mr. Leo Hart had been in the United States Aviation Service for some time.

A pool of St. Louis commission merchants is being advocated locally as a means of reducing living cost in St. Louis. The originator of the idea, James H. Bawden, believes that a combination of buyers would stabilize the market.

Missouri retailers were cleared of a charge of profiteering last week when Attorney General McAllister reported on an official investigation he has been conducting. More than 150 retailers submitted their books and showed that they had not made unusual profits.

The release of 240,000 dozen eggs, which were seized by the United States District Attorney in St. Louis, has now been ordered. Samuel Arky, a commission merchant, convinced the government official that the eggs were not hoarded, but were part of a store intended for the United States Navy.

August Kurtz, formerly manager of the meat department of the Edward J. Wynne Company, at 2300 North Union Avenue, St. Louis, and who later became connected with the Sieloff Packing Company at Newstead and Natural Bridge Road, has announced that he will retire from the meat business and enjoy a good rest.

The sale of army meats and other food supplies in St. Louis, which began last week, has attracted large crowds of shoppers, mostly women, who have had to wait in line for hours. A panic was narrowly averted on one occasion. It is expected that the stocks of meats will be exhausted soon.

The Goffstein Packing Company, of St. Louis, has taken a long term lease on a building at Lucas and Channing Avenues, St. Louis, to be used as a retail store. This is another

case of meat replacing "booze," as the building was formerly used as a liquor store. Alterations are now under way, including the installation of new refrigerating equipment.

Missouri stock raisers do not want Federal investigation of the packing industry. Many cattlemen who have passed through St. Louis on their way to their homes after testifying before the Senate committee in Washington expressed themselves as satisfied, and declare they believe the influence of the big packers is only beneficial.

A new garage to be used in housing the fleet of delivery trucks of the Emil Sieloff Packing and Provision Company at Newstead Avenue and Natural Bridge Road, St. Louis, is now under construction. Further expansion will begin soon in converting the Hohmann Grocery Company's store, whose entire property has been taken over by the Sieloff Company for a retail butcher shop.

Wage increases of between 15 and 22 cents per hour, which will mean an additional expenditure of about \$7,500 daily by the packers at East St. Louis, Ill., and at the National Stock Yards on the East Side, will be demanded in the near future, according to announcement made by officials of the packers' union. Committees composed of packing house employees named at a convention last week at Kansas City, Mo., are engaged in preparing the exact amount of wage increases to be asked of their employers.

Officers of Swift & Co. in St. Louis last week gave out a statement proving that the meats they hold in storage are not hoarded, but are being cured, or are needed to insure a steady flow to the consumer. Analysis of the meats in storage showed sixty-two per cent. in process of being cured, twelve per cent. frozen pork, of which more than three-fourths is to be cured in the next few months; seven per cent. lard, which is a normal supply, and only four-fifths of a pound per capita; nineteen per cent. frozen lamb or beef, part of which is owned by the government.

Nat C. McLean, president of the East St. Louis Chamber of Commerce, departed on August 26 for Washington to appear before the Senate Agricultural Committee in opposition to the Kenyon bill. He declares the enactment of the bill will destroy the meatpacking industry and would greatly interfere with business in East St. Louis. The board of directors of the Chamber of Commerce have adopted resolutions urging the defeat of the bill. Mr. McLean said: "As far as East St. Louis is concerned, the Kenyon bill, if in operation, will destroy the greatest industry in the St. Louis-East St. Louis section."

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**National Bank of Commerce
in New York**

Capital, Surplus and Undivided Profits
Over Fifty Million Dollars



New York Section

Vice-President Jacob Moog of Wilson & Co.'s operating department was in New York this week.

Swift & Co.'s sales of beef in New York City for the week ending August 23, 1919, averaged as follows: domestic beef, 17.09 cents per pound.

Manager W. A. Johns of Swift & Co.'s Jersey City plant is enjoying a fortnight's vacation motoring, golfing and otherwise storing up energy for the approaching season's campaign.

J. S. Hoffman, president of J. S. Hoffman Co., Inc., of Chicago and New York, made one of his flying trips to New York this week, and reports business more active in the West.

Henry C. Stevens, assistant cashier of the National Bank of Commerce in New York, and George W. Curtis, of its foreign department, have sailed to spend several months studying financial and economic conditions in Central Europe.

Chas. W. Kesser, of the Consolidated Casting Company, Philadelphia, and the Philadelphia Animal Product Company, is taking a short vacation with his family at their cottage on Lake Contocook, East Jaffrey, New Hampshire.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during week ending August 23, 1919, by the New York City Health Department: Meat—Manhattan, 45 lbs.; Brooklyn, 6,805 lbs.; Bronx, 13 lbs.; Queens, 11 lbs.; total, 6,874 lbs. Poultry and Game—Manhattan, 2,327 lbs.

NEW YORK WHOLESALE MEAT TRADE.
The following weekly report on meat trade conditions for the week ending August 29, is made by the U. S. Bureau of Markets:

The unsatisfactory conditions existing last week were prevalent at Monday's opening and continued throughout the week. Forced sales have been the rule on all commodities except light pork loins and veal. Toward the close these slowed down considerably. The uncertainty among the buyers was very marked and buying was done very sparingly, most retailers looking for a light week-end trade due to the holiday on Monday.

BEEF.—Supplies of beef were about normal, but were much in excess of the demand. There were more medium and good steers than for several weeks past. The trade was very poor early in the week, and by Thursday the market was demoralized by the lack of demand. Strong efforts were made to force sales sufficiently to clean up. The buyer almost named the price on everything except loins. Due to the poor demand for other cuts, wholesalers were reluctant to cut loins. Cows were in moderate supply and were moved very slowly. Bulls were extremely weak and the light supply moved slowly under a sluggish demand. Kosher beef was in normal supply. The demand has been rather poor and the market has weakened about one dollar during the week.

VEAL.—The high point of the veal market was reached on Wednesday when choice veal sold at thirty-three to thirty-five cents. Then the market sagged to Monday's prices. The supply was only moderate, but the demand

weakened in sympathy with other small-stock.

PORK.—Light loins were in fair demand again this week, while heavy loins were hard to move. The supply generally was light. Light loins reached the high point of forty

LAMB.—There was a fairly liberal supply of lamb and there were more of the good and choice grades than for some time past. The market opened about two dollars under last week's close on good and choice lambs, and declined about three to five dollars during the week under a very dull and inactive demand.

MUTTON.—There has been good supply of mutton, a considerable proportion of the receipts being of the better quality. The market has been very weak and unsettled in line with the lamb market.

MARKET CLOSING.—The market is closing on Friday in a very unsatisfactory manner. No one feels certain saying just what is the market. Trade is practically at a standstill.

Sales that are made are mostly forced.

Wholesale market quotations on Aug. 29, 1919:

FRESH BEEF.—Western Dressed.—Steers, choice, \$22; good, \$18@20; medium, \$14@17; common, \$11@13. Cows, medium, \$12@14; common, \$10@12. Bulls, common, \$9@11.

FRESH LAMB AND MUTTON.—Western Dressed.—Lambs, choice, \$22@23; good, \$19@21; medium, \$16@18; common, \$14@15. Yearlings, medium, \$14@16;. Mutton, good, \$13@15; medium, \$10@12; common, \$8@10.

FRESH VEAL.—Western dressed.—Veal, choice, \$31@32; good, \$28@30; medium, \$24@26; common, \$20@22.

FRESH PORK CUTS.—Western Dressed.—Loins, 8@10 lbs. ave., \$37@39; 10@12 lbs. ave., \$35@37; 12@14 lbs. ave., \$32@34; 14 lbs. and over, \$29@31. Shoulders, N.Y. Style, skinned, \$26@28. Picnics, 6@8 lbs. ave., \$25@26. Butt, boneless, \$32@34; Boston style, \$29@31.

Retailers Agree on Meat Price Margins

Retail meat dealers of New York, through the New York State Association of United Master Butchers of America, have agreed with Federal Food Administrator Williams of New York on a margin list covering 18 meat items, which will be the basis for their retail prices to consumers. This list is only tentative, and may be amended as conditions change, or if found inequitable.

It is based on the U. S. Bureau of Markets prices as quoted in New York City twice a week, and customers may figure for themselves whether they are being overcharged or not. The Food Administrator predicts lower meat prices as a result of this agreement. The margin list as agreed on gives the retailer 2 cents per pound more than a similar list used in war time.

Conferences have been going on between Administrator Williams and the butchers' committee, headed by National President Charles Grismer of Brooklyn, chairman; and including also August F. Grimm, East Side branch; Albert Rosen, Brooklyn branch; O. Edward Jahrsdoerfer, Brooklyn branch; Frank Bitz, Washington Heights branch; Charles Schuck, Bronx branch; Louis Beckmann, West Side branch; D. Van Gelder, South Brooklyn branch; Maurice Hirtz, Greenpoint branch, and J. C. Baumann, Ridgewood branch.

Statement of the Plan

After a series of conferences the following statement was given out on August 27 by Mr. Williams:

"The Committee on Fair Prices for meat of the New York State Association of United Master Butchers of America, Inc., have agreed upon a tentative fair maximum margin list covering eighteen items of the important retail meat supply of the city. The list is submitted for trial during September, during which it is proposed to review the list with the Fair Price Committee and determine whether any of its features may be modified. The list follows:

	Maximum Fair Margin Per Lb.
Beef of good and medium steers—	Cents.
Chuck steak	13
Whole cross rib.....	20
Cut cross rib.....	24
Stew beef	13

Retailers Agree on Meat Price Margins

Beef, hinds and ribs of good and medium steers—

Sirloin steak	17
Bottom round	19
Rib roast, prime.....	18
Whole top sirloin.....	15
Cut top sirloin.....	19

Lamb—	
Leg of lamb.....	14
Rib chops	14
Chuck	3
Stew lamb, under cost.....	4

Pork products—	
Smoked hams, (unwrapped), 8-18 lbs. .	8
Smoked shoulders, (picnics, 2½-7 lbs.), .	7
Pork loins, (Western light):	
Smoked bacon, (unwrapped).....	13
Pork chops, (end).....	8
Pork chops, (middle).....	12

"The margins quoted by the Fair Price Committee on Tuesdays and Fridays are to be based upon the United States Department of Agriculture Bureau of Markets reports for New York City upon Western dressed beef, lamb, and pork. These reports are issued daily by the Federal Government, and taken in conjunction with the maximum fair-price margins upon any item, indicates the cost at which this meat should be available to the purchaser.

"In the Government quotations on wholesale beef, lamb, and pork there is a variation which approximates 10 cents a pound between the common and the choice, there being four grades—common, medium, good, and choice. Likewise, there is an increase above these prices for city dressed meats.

Will Prove Prices to Any Doubter

"Should any purchaser doubt the accuracy with which the margin has been applied, members of the association agree to explain to him or to any representative of the field force of the Fair Price Committee the reason for the difference, and will, if requested, produce the bill from the wholesaler.

"Likewise, should there be any question as to the fairness of these margins, the committee will be glad to confer upon them with the Fair Price Committee or to go to Washington and discuss the matter with the Attorney General, A. Mitchell Palmer, or with any one he may appoint for that purpose in their desire to convey to him and to the people of New York their determination to co-operate in establishing fair prices and fair practices.

"The committee urges that, in the weekly purchases of the home, stew beef and lamb, pot roast, corned beef, and soup meat be included as a help in solving some of the high cost of living problems. One difficulty is that so large a percentage of our people

insist upon purchasing only the higher-priced cuts of meat, to the exclusion of the others, for all meals of the week.

Urge Use of Cheaper Cuts

"The committee urges that some of the meals of the week be served with the lower-priced cuts, which are equally nutritious, and in some instances more so. The committee points out that a meal at which stew beef or lamb is served with vegetables costs about half as much as a corresponding meal of sirloin steak. The nutrition is just as great, or perhaps greater."

Food Administrator Williams said the advance of 2 cents over the wartime margin did not point to an advance in meat prices.

"The butchers have assured me, and I believe it will prove a fact," he said, "that meat will be cheaper, now that we have reached a working agreement with the butchers. How much cheaper I cannot tell, but I think the reduction will be substantial in some cuts."

"Ever since the war stopped the butchers have been working with no check on them but that of competition. Now, they agree to follow our fair price list. In the next bi-weekly list the Fair Price Committee issues, we will have prices of the meat to the consumer set down, and the housewife will know just what she ought to pay. The margins in the list given out are the margin of profit, and must not be confused with the retail price.

Explains Use of Margin List

"Under our agreement with the butchers, the list may be used in this way: Say a housewife goes into a shop to buy a certain cut, and is charged what she considers an exorbitant price. She can demand to see the wholesaler's bill to the butcher for that meat, and then add the margin of profit to it. If the butcher refuses to show her the bill, she can report him for investigation as a profiteer.

"In getting cheaper meat for the public we have met many difficulties which time alone will straighten out. We are going to try to be just to both the dealer and the

THE NATIONAL PROVISIONER

consumer. There are many cuts of meat, and four grades. The Government allows a variation of 10 cents a pound in the wholesale price list of these grades, and we must follow accordingly. We are relying on the common sense of the American housewife to see that she gets the grade of meat she asks for."

Retailer Dealers Show Increased Costs

The butchers presented to the Food Administrator the following itemized account of the way in which the cost of conducting their business had mounted in the last twelve months.

Rent increase, 26.25 per cent; Cartage increase, 20 per cent; Salary increases, 25 per cent; Supplies increase, 20 per cent; Living expenses increase, 12 per cent.

Decrease in profits in hind quarters and ribs: Suet, 2.66 per cent; flank fat, .94 per cent; waste, 2.16 per cent; chuck, 1.93 per cent.

It was explained that since the signing of the armistice the butchers had lost the army

market, and that from September, 1918, to the present the overhead cost to butchers had increased from 19.6 per cent to 24.67 per cent, figured on a basis of sales.

PUBLICITY FOR FOOD PRICES

Publicity regarding retail food prices and stocks of food in storage would tend to reduce high prices, the House Appropriations Committee was told on August 25 by officials of the Department of Agriculture, who urged an appropriation of \$50,000 for that purpose. Present high prices were said by Herbert C. Marshall of the Bureau of Markets to be the result of inflated currency, with waste and profiteering contributing causes. Information regarding supplies of fruits, vegetables, dairy and poultry products, meats, fish and other food products on city markets would, he said, tend to stabilize the market, prevent loss and result in more money for the producer, with cheaper prices to consumers.

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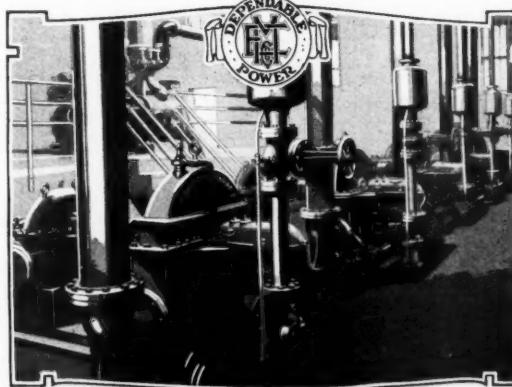
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IN this fine new plant of Armour and Company at South St. Paul you will find these 12 turbo-driven Midwest pumping units giving the usual *dependable* Midwest service.

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August 30, 1919

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, common to very good.....	9.60@16.00
Oxen, ordinary to good.....	—@—
Bulls, common to fair.....	6.00@8.25
Cows, common to choice.....	4.00@11.00

LIVE CALVES.

Live calves, ordinary to prime.....	19.50@25.00
Live calves, grassers.....	@10.50
Live calves, skim milk and fed.....	12.00@4.00
Live calves, culs.....	14.00@17.00
Live calves, yearlings.....	@ 6.00
Live calves, Western.....	10.00@14.00

LIVE SHEEP AND LAMBS.

Live sheep, wethers.....	—@—
Live sheep, ewes, prime.....	—@—
Live sheep, common to prime.....	5.00@ 9.00
Live sheep, culs.....	2.00@ 4.00
Live lambs, common to choice.....	9.00@17.00
Live lambs, culs.....	6.00@ 8.00

LIVE HOGS.

Hogs, heavy.....	@22.50
Hogs, medium.....	@22.50
Hogs, 140 lbs.....	@22.25
Pigs.....	@21.50
Roughs.....	@18.50

DRESSED BEEF.

CITY DRESSED.	
Choice native heavy.....	25 @26
Choice native light.....	24 @26
Native, common to fair.....	20 @23

WESTERN DRESSED BEEF.

Choice native heavy.....	@24
Choice native light.....	@22
Native, common to fair.....	@21
Choice Western, heavy.....	@21
Choice Western, light.....	@19
Common to fair, Texas.....	13 @16
Good to choice heifers.....	@24
Common to fair heifers.....	@21
Choice cows.....	@16
Common to fair cows.....	@14
Fresh Bologna bulls.....	10 @13

BEEF CUTS.

Western.	City.
No. 1 ribs.....	@28
No. 2 ribs.....	@24
No. 3 ribs.....	@14
No. 1 loins.....	@35
No. 2 loins.....	@30
No. 3 loins.....	@20
No. 1 hinds and ribs.....	@30
No. 2 hinds and ribs.....	@26
No. 3 hinds and ribs.....	@22
No. 1 rounds.....	@21
No. 2 rounds.....	@18
No. 3 rounds.....	@14
No. 1 chuck.....	@14
No. 2 chuck.....	@10
No. 3 chuck.....	@17

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	33 @34
Venison, country dressed, per lb.....	29 @30
Western calves, choice.....	29 @30
Western calves, fair to good.....	25 @26
Grassers and buttermilks.....	22 @23

DRESSED HOGS.

Hogs, heavy.....	@29%
Hogs, 180 lbs.....	@29%
Hogs, 160 lbs.....	@30%
Hogs, 140 lbs.....	@30%
Pigs.....	@31%

DRESSED SHEEP AND LAMBS.

Lambs, choice spring.....	27 @28
Lambs, choice.....	25 @26
Sheep, choice.....	18 @19
Sheep, medium to good.....	16 @17
Sheep, culs.....	13 @14

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs, avg.....	37 @37½
Smoked hams, 12 to 14 lbs, avg.....	36½@37
Smoked hams, 14 to 16 lbs, avg.....	36 @36½
Smoked picnics, light.....	20½@27½
Smoked picnics, heavy.....	@26
Smoked shoulders.....	20 @27
Smoked beef tongue, per lb.....	48 @52
Smoked bacon (rib in).....	37 @38
Dried beef sets.....	48 @52
Pickled bellies, heavy.....	34 @35

FRESH PORK CUTS.

Fresh pork loins, city.....	@43
Fresh pork loins, Western.....	@38
Frozen pork loins.....	@33
Fresh pork tenderloins.....	@50
Frozen pork tenderloins.....	@47
Shoulders, city.....	@30
Shoulders, Western.....	@28
Butts, regular fresh Western.....	@32
Butts, boneless fresh Western.....	@35
Fresh hams, city.....	@38
Fresh hams, Western.....	@36
Fresh picnic hams, Western.....	@28

THE NATIONAL PROVISIONER

BONES, HOOFs AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	90.00@ 95.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	80.00@ 85.00
Black hoofs, per ton.....	55.00@ 65.00
Striped hoofs, per ton.....	55.00@ 65.00
White hoofs, per ton.....	85.00@ 95.00
Thigh bones, avg. 85 to 90 lbs., per 100 lbs.....	150.00@160.00
Horns, avg. 7½ oz. and over, No. 1's.....	225.00@240.00
Horns, avg. 7½ oz. and over, No. 2's.....	150.00@175.00
Horns, avg. 7½ oz. and over, No. 3's.....	100.00@125.00

BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd.....	@38c.	a pound
Fresh steer tongues, untrimmed.....	@27c.	a pound
Fresh cow tongues.....	@23c.	a pound
Calves' heads, scalded.....	@70c.	apiece
Sweetbreads, veal.....	@100c.	a pair
Sweetbreads, beef.....	@40c.	a pound
Beef kidneys.....	@5c.	each
Mutton kidneys.....	@14c.	a pound
Livers, beef.....	@14c.	a pound
Oxtails.....	@14c.	a pound
Hearts, beef.....	@14c.	a pound
Rolls, beef.....	@30c.	a pound
Tenderloin, beef, Western.....	30	@50c.
Lamb's fries.....	@12c.	a pair
Extra lean pork trimmings.....	@26c.	a pound

BUTCHERS' FAT.

Ordinary shop fat.....	@ 6
Suet, fresh and heavy.....	@12
Shop bones, per cwt.....	25 @35

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@1.90
Sheep, imp., medium wide, per bundle.....	@1.75
Sheep, imp., medium, per bundle.....	@1.55
Sheep, imp., narrow, per bundle.....	@ .95
Hog, free salt, tes. or blis., per lb. f. o. b. New York.....	@1.40
Hog, extra narrow, selected, per lb. f. o. b. New York.....	@27
Hog middles.....	@16
Hog bungs.....	@21
Hog bungs, export.....	@20
Beef rounds, domestic, per set, f. o. b. New York.....	@20
Beef rounds, export, per set, f. o. b. New York.....	@26
Beef bungs, piece, f. o. b. New York.....	@20
Beef middles, per set, f. o. b. New York.....	@45
Beef weasands, No. 1s, each.....	@8½
Beef weasands, No. 2s, each.....	@ 4
Beef bladders, small, per dozen.....	@ .95

SPICES.

Pepper, Sling, white.....	35	37
Pepper, Sling, black.....	23	25
Pepper, red.....	20	23
Allspice.....	11	14
Cinnamon.....	25	29
Coriander.....	8	10
Cloves.....	40	45
Ginger.....	25	28
Mace.....	55	60

CURING MATERIALS.

Refined saltpetre, granulated, blis.	@13½
Double refined nitrate of soda, gran., f.o.b. N. Y.	@ 5%
Double refined nitrate of soda, crystals....	@ 6%
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No. 1 skins.....	@ 1.20
No. 2 skins.....	@ 1.18
No. 3 skins.....	@ .95
Branded skins.....	@ 1.05
Ticky skins.....	@ 1.05
No. 1 B. M. skins.....	@ 1.18
No. 2 B. M. skins.....	@ 1.16
No. 1, 9½-12½ lbs.	@11.05
No. 2 B. M. 9½-12½ lbs.	@10.85
Branded skins, 9½-12½ lbs.	@ 9.85
Ticky skins, 9½-12½ lbs.	@ 9.85
No. 1, 12½-14 lbs.	@12.25
No. 2, 12½-14 lbs.	@12.00
No. 1 B. M., 12½-14 lbs.	@12.00
No. 2 B. M., 12½-14 lbs.	@11.75
No. 1 kips, 14-18 lbs.	@12.50
No. 2 kips, 14-18 lbs.	@12.25
No. 1 B. M., 14-18 lbs.	@12.00
No. 2 B. M., 14-18 lbs.	@12.00
No. 1 heavy kips, 18 lbs. and over.....	@13.00
No. 2 heavy kips, 18 lbs. and over.....	@12.75
Branded kips.....	@11.00
Heavy branded kips.....	@11.50
Ticky kips.....	@11.00
Heavy ticky kips.....	@11.50
All skin must have tall bone cut.	@11.50

DRESSED POULTRY.

Ducks—Fresh—Dry packed—	
Long Island and Penn., spring.....	@35
Michigan, spring.....	@ 3

BROILERS—FRESH OR ICED, BARRELS.

Jersey and L. I. colored, per lb.....	43 @46
Over, each.....	38 @42
State and Penn., 2 lbs. and under.....	40 @40
West'n, dry pkd., 2 lbs. and under, each.....	42 @44
Western, colored, average.....	33 @35
Virginia, milk fed, per lb.....	39 @42

Fowls—Fresh—Dry packed, milk fed—	
Western, 60 lbs. and over to dozen.....	40 @41
Western, 48 to 56 lbs. to dozen.....	40 @40
Western, 43 to 47 lbs. to dozen.....	36 @38
Western, 36 to 42 lbs. to dozen.....	34 @35
Western, 30 to 35 lbs. to dozen.....	32 @33
Western, under 30 lbs. to dozen.....	31 @32

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